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# THE Publishers' Weekly

*The American* BOOK TRADE JOURNAL

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R. R. Bowker, President and Treasurer; J. A. Holden, Secretary  
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VOL. XCVII.

NEW YORK, JUNE 12, 1920

No. 24

Late June Publications to Stimulate Summer Sales

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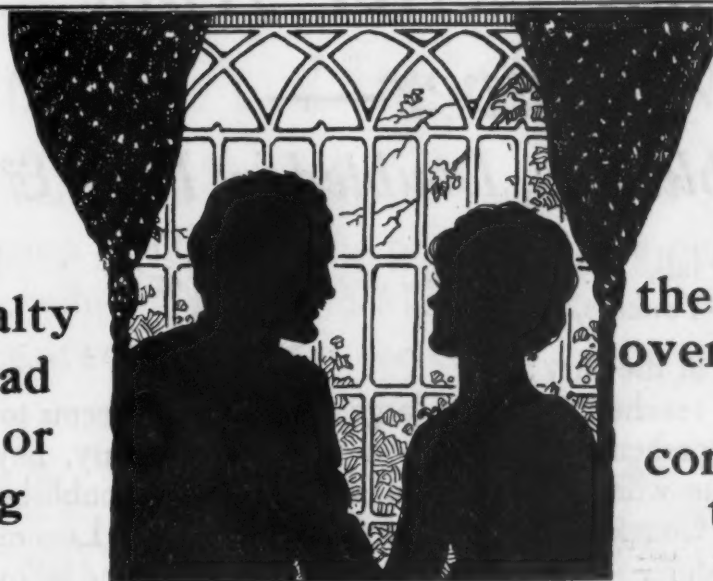
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Is a woman's first loyalty to her dead husband or her living lover?



A story showing the effect on overwrought minds of communication with the dead.

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HOUGHTON MIFFLIN COMPANY

4 Park St.  
Boston

# *An Open Letter from H. C. Witwer— to his Publishers, Doubleday, Page & Co.*

Harmony Hall,  
What-Are-Yonkers, N. Y.

Gentlemen of the Jury:

It has reached my rather large ears that they seems to be considerably misapprehension (I shake a wicked dictionary, hey?) with the regards as to whether my undyin' volumes is bein' published by the Bell Telephone Company, Bradstreets or the Baldwin Locomotive Works. I will, therefore, set all rumors at rest by shriekin' the followin' bold and inalienable proclamation, viz, and to wit.

Beginnin' with that classic now startlin' all Europe, ie, "There's No Base Like Home" (which has just fled from the presses) each and every book which manages to escape from my busy brush in the future, will be published and offered to a exclusive coterie of somethin' like eight million followers of the art of readin' by DOUBLEDAY, PAGE & COMPANY of Garden's City, L. I.

I have tried other publishers here and in America and this seems to have caused the idea to creep around hithers and yon that the only house which wasn't publishin' me at present was Haig & Haig. They is a little story which Adam often used to spring on Eve after they had been gave the raspberry from the Garden of Eden and had little or nothin' to laugh at, which covers the situation like a tent,—

A colored gent which had been ridiculous enough to assassinate his equally colored wife and as one result found himself in jail, was asked by a fellow lodger how long he had to serve. The newcomer let forth a sigh, gazed thoughtfully through the bars and answered as follows,

"From now on!"

So trustin' that this will remove all doubts, worries, anxieties and the etc, I will say that Doubleday, Page & Company will be my sole and exclusive publishers—FROM NOW ON!

Unquestionably yours,

*H. C. Witwer*

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Announcing an advertising campaign in a quality group of publications to educate the public to the value of the Rand McNally products as a source of enlightenment, recreation and pleasure.



## A Far - Reaching Appeal

This group of magazines has been selected to proclaim to every community in the United States the real worth of the Rand McNally Line.

Beginning in June and continuing regularly over an extensive period, these magazines will carry a message of dollars and cents value to every dealer who carries the Rand McNally products.

The first display advertisements in these national mediums will feature the index pocket maps, 1920 edition. And in the following numbers of these magazines, some of the other big sellers in the Rand McNally line will be described separately.

This magazine campaign will be backed up by an effective newspaper campaign. Every man, woman or child who reads these great public prints will be shown how Rand McNally products are helpful to them.

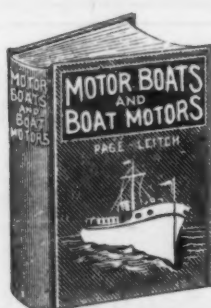
The dealer who is carrying the Rand McNally line will, therefore, find this campaign a powerful impetus to increased sales. May we suggest that you check your stock and be prepared to "cash in" on the results of this advertising, particularly the 1920 pocket maps which will be featured in our June advertising. We are prepared to furnish our dealers with a series of attractive sales aids on the pocket maps, such as enameled signs, door and window cards, posters, and so on.

### RAND MCNALLY & COMPANY

Chicago  
536 S. Clark Street

New York  
42 East 22d Street



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524 Pages, 372 specially made engravings and Complete Working Drawings for Boat Builders

Price \$4.00

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This is a complete handbook for all interested in any phase of motor boating, as it considers all details of modern hulls and marine motors, deals exhaustively with boat design and construction, design and installation of all types of marine engines and gives expert advice on boat and engine maintenance and repair. Not only is boat construction fully treated but every needed dimension is given for building from complete, yet simple plans and construction is considered step by step. Everything from the selection of the lumber and laying out the boat and molds to the finish of the completed craft is outlined in detail. The boats described have been built by the author.

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## DESIGN DATA for RADIO TRANSMITTERS and RECEIVERS

By M. B. SLEEPER. Simple methods for designing apparatus according to advanced and approved practice .....

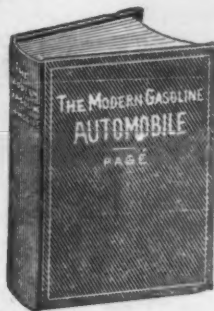
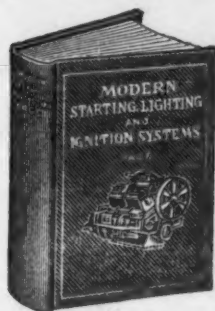
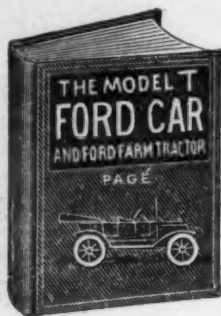
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**THE NORMAN W. HENLEY PUBLISHING CO.**

2 West 45th St., New York

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This is the most complete, practical, and up-to-date treatise on gasoline automobiles and their component parts ever published.

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A self-educator on automobiling without an equal. This practical treatise consists of a series of thirty-seven lessons, covering with over 2000 questions and their answers—the automobile.

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### **The Model T Ford Car, Its Construction, Operation and Repair, Including the Fordson Farm Tractor, F. A. Lighting and Starting Systems, Ford Motor Truck.**

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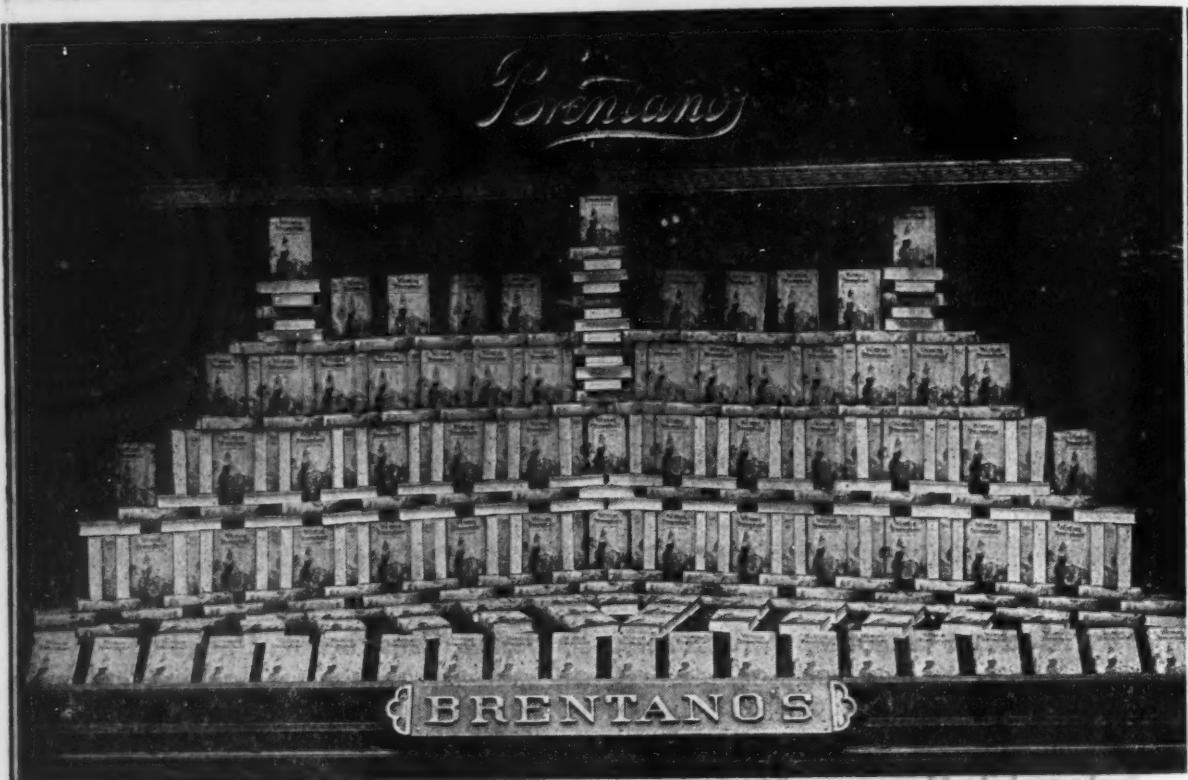
178 Pages. 72 Illus. Price, \$1.50

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Methods of adjusting all types of carburetors are fully discussed as well as suggestions for securing maximum fuel economy and obtaining highest engine power.

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**THE NORMAN W. HENLEY PUBLISHING COMPANY**  
2 WEST 45th STREET, NEW YORK



*This window shows what one of New York's best-known bookstores thought it worth while to do unsolicited for*

# WOMAN TRIUMPHANT

By **VICENTE BLASCO IBANEZ**

*of which the critics are saying:*

*New York Times:* "Vicente Blasco Ibanez is the great story-teller of to-day. . . . He does his work with a vigor and splendor of language that once more leave the reader breathless with admiration."

*The Boston Transcript:* "There are power, irony, depth and greatness in this novel; atmosphere vibrant with interest."

*Chicago Daily News:* "It is full of color, full of dash, full of emotions."

*Richmond Times-Dispatch:* "A masterpiece of insight such as only he could produce."

*His other novels are:*

**The Four Horsemen of the Apocalypse**

**Mare Nostrum** (Our Sea)

**The Shadow of the Cathedral**

**Blood and Sand** (Sangre y Arena)

**La Bodega** (The Fruit of the Vine)

Each, \$2.15. Published by

**E. P. DUTTON & CO., 681 Fifth Avenue, New York**



## The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

June 12, 1920

*"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.*

### The Summer Sale of Fiction

IT is usually assumed in the book-trade that the one bright spot in July and August is the demand for light reading, and the bookseller often plans to take what may come his way in this field and expect little other business. While this may have been the characteristic attitude in retailing a few years ago, it is not in accordance with present theories of the public's needs, and only the very lethargic or over-weary merchants are willing to take the summer trade as it comes.

The bookstore has merchandise that people will get great pleasure and profit from in the summer, which will add immensely to the value of every holiday or week-end, and it is a pleasant duty, as well as a merchandising necessity, to bring this energetically to the reader's attention, and not only to the adult reader but to children of every age.

People connect books with their summer plans only when it is brought home to them by display advertising; by the timely sending out of catalogs, especially just as people leave town; by the excellence and care of window displays and by the neatness and readiness of the store inside.

It is somewhat more difficult as warm weather comes along to make careful plans, to keep things active, and to arrange new displays, but this is the sign of the modern merchant, and the only way to eliminate the low spots in the year's activities.

### The Co-operative Campaign

AS the publishing circles have taken up the discussion of a national co-operative book campaign, as suggested concretely at the Philadelphia Convention, the idea has caught the imagination of everyone. It is to be hoped that the informal committees appointed will report promptly, in order that all can discuss the program.

### The Short Novel

NOW that the two dollar price for the popular novel is pretty well accepted and will be the general thing in the next few months, it must not be forgotten in the trade that the shorter novel, which used to make up for a dollar, can no longer be thought of at that term. The increased costs that affected the manufacturing of the larger books have affected equally the smaller ones. And there is this about the novel of shorter length: it is usually given an especially careful weighing and consideration before it is accepted for book publishing by the publisher, as he generally has a slight prejudice against the short novel. For that reason, few books get into this form that are not well worth the consideration of the public, and the price in the future should be expected to be about a dollar and a half.

### Books for Central Europe

WE are printing on another page an outline of the proposed work for the Anglo-American University Library for Central Europe, an undertaking made necessary by the lack of current English and American books on the libraries and universities of the Continent, owing, first, to the war, and now to the tremendous drop in exchange.

As the sponsors for this movement point out, it would be a terrible mistake if these central countries of Europe were left without any contact with English printed material during this time of readjustment. The secretary has written specifically asking that American publishers send to his office (Mr. B. M. Headicar, Librarian of London School of Economics, Clare Market, London, W.C.2), booklists of the material which they have published in the last five years. Several copies of each list are needed. They are planning to raise money to supply books as either gifts or loans to the universities or libraries of Central Europe, confining themselves strictly to books published since the outbreak of the war. Publishers' complete catalogs do not give the dates of books, and therefore special lists are greatly desired, so that the continental universities may intimate what particular books they are desirous of obtaining. An American representative, Professor Everett Skillings of Middlebury College, Vermont, is leaving this month for Europe to help perfect arrangements.

## An Organized Defense of Retail Prices

As a protective measure, the Merchant Tailors' Society has organized to get to the public on the subject of the cost of merchant tailoring, an example of method, interesting to those in other lines who have the same problem to meet. The tailors in their advertisements have explained why suits have doubled in cost, or, as they say, in their display advertisement, why "the suit you bought before the war at \$65 and upward must now cost \$130 and upward." They go on to explain that thread has gone from \$2.25 to \$9 a pound, sewing silk from \$9 to \$33 a pound, and velvets from \$6.50 to \$22 a yard, etc.

These figures are interesting to the book-trade, because the prices the bookseller has to explain are an increase of \$1.50 to \$2 for fiction and similar increases in other lines, while among the basic costs it can be pointed out that paper has gone up from about 4½ cents to 15 cents a pound, and printing costs have doubled, that is, the publishers have received similar increases to tailors, but have not passed on to the public as large an increase, by any means.

## Funds for Viennese Sufferers

The first remittances to Viennese booksellers of money raised in the book-trade here to do something to relieve the terrible food situation have brought more pitiful letters showing the need of more help. Mr. Ernest Eisele, of Brentano's, who has done volunteer work in starting this movement, acknowledges the following list of contributions:

Arthur Brentano .....	\$25.00
B. W. Huebsch .....	10.00
F. G. Melcher .....	10.00
S. B. Lynd .....	5.00
Miss Lockie Parker .....	5.00
Ernest Eisele .....	10.00
Alfred Goldsmith .....	2.00
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Oswald Brod .....	3.00
D. Gilman .....	1.00
W. Burckhardt .....	1.00
J. A. Hanow .....	2.00
Miss Mary Ryan .....	1.00
Miss L. Hirsch .....	1.00
A. Friend .....	5.00
E. Weyhe .....	10.00
K. Placht .....	3.00
A Friend From Los Angeles .....	10.00
	<hr/>
	\$106.00

It is earnestly hoped that more may feel moved to help the cause in this fraternal work. The actual needs of people in Vienna are almost past belief, and funds made payable in American supplies on deposit in Austria is the only feasible form of help.

## Our Book Business With Canada

The official figures at Ottawa show that in the ten months ending with January, 1920, Canada imported in books:

From United States .....	\$1,976,000
" Great Britain .....	254,546
" France .....	63,863
" Other Countries .....	6,404

These figures do not include textbooks and books for educational institutions that come in duty free, and therefore are not recorded in these statistics.

In the field of newspapers and periodicals, the situation is almost the same:

From United States .....	\$1,883,817
" Great Britain .....	34,246
" France .....	262
" Other Countries .....	263

These figures become important with the discussion in Canada, backed by her printers, that a copyright law shall be enacted, which shall make it necessary to manufacture in Canada, in order to obtain Canadian copyright. This might be a good plan for Canadian printing, but, as has been pointed out by those Canadians most interested in the sound progress of Canadian letters and Canadian bookselling, the results would not be for the health of the two groups above. In spite of the apparent size of the above figures as to imports, the Canadian market, measured in actual size of editions, is small, and to set up type there for an edition of five hundred to one thousand would be decidedly wasteful and mean higher priced books.

At the same time, Canadian authors would be greatly hampered in obtaining the American market, as can be pointed out by the success of a long list of Canadian writers who have built up their income largely by the size of the American outlet.

## As to Unfair Trade Practice

"Alongside the Highway of Life runs the broad River of Commerce, upon whose mighty tide float countless craft freighted with the fuel and the food, the clothing and the materials for shelter, as well as the pleasures and luxuries which supply the daily needs to the pilgrims on the Highway of Life. It is the theory of our laws that this great River of Commerce shall be kept forever clear of artificial obstructions and that the craft which navigate it, whether they be great or small, shall each enjoy the fullest possible freedom of movement consistent with the similar rights of every other craft.

"Whoever on the River of Commerce, whether his craft be great or small, so navigates it as to impede or imperil the craft of another or to obstruct and disarrange the orderly navigation of the stream is guilty of unfair practices in commerce contrary to the public interest and in violation of the rights of all."—Hon. Wm. B. Colver, member of Federal Trade Commission before National Wholesale Grocers' Association.



## CONDITION OF BOOK DISTRIBUTION ON THE PACIFIC COAST

By *Albert C. Read, Head of Order Department of Los Angeles Public Library,  
Formerly With Fowler Brothers*

For the purpose of clearness of thought I will outline the situation in the book-trade on the Pacific Coast as it appears to me after twelve years' connection with the business, during which time I have been in close touch with the wholesale, retail and library side.

In the first place, the trade is not being properly supplied—it is not being supplied inasmuch as but a small portion of the actual request for individual titles is met by the retailer. Now let me first state the conditions as they appear to me, and then suggest, if possible, a line upon which a remedy might be worked out.

The books reviewed in the papers, advertised in the magazines and talked about by the people do not reach the stores on the Pacific Coast at the proper time or in sufficient quantities to meet the demand, in some cases not in sufficient quantities to meet one fourth of the demand. As an instance, I will cite the case of Mr. Vanderlip's book, "What Happened to Europe." I mention this particular work because it came at a time when shipping conditions were fairly normal and the printers' strike could not be given as an excuse. It was a book upon an extremely important subject of vital interest, by a man of unquestioned ability and an undoubted authority upon financial conditions. The publishers themselves had unbounded confidence in it, and the author spent a great deal of time here while it was at the height of its sale in the East, yet no shipment reached us—or at least not until after the great demand had spent itself like a wave breaking on the seashore.

In brief, a nation-wide market is created, then a large portion of this demand (created usually at considerable expense to the publisher) is left unsupplied—no adequate steps are even taken to attempt to supply it. And there can be no doubt that a demand created at such a large expense as advertising is today, is a great economic waste. Is it not a fact that every time a prospective customer steps into a bookstore and inquires for a book which the publisher has spent money in advertising, that portion of the firm's advertising campaign which has been expended to reach that individual customer is a dead loss if the customer's want is not supplied? Did you ever hear of Mr. Gillette or Mr. Heinz, or Mr. Busch creating a market which they did not supply?

Now let me outline a few of the handicaps under which the distributor west of the Rocky Mountains does business. The book business is unique in that the retail price is arbitrarily fixed by the manufacturer on a basis which makes it necessary for the dealer three thousand miles away to sell at the same price as the dealer next door to the publisher. And no effective effort is made to equalize this unfair handicap. It must be remembered that books are heavy in proportion to bulk and price, and

that to carry them across the Continental Divide you must add ten per cent to their cost if you bring them in by express, and half of that amount if by freight. Now add the transportation charge to the ordinary expense of conducting business, which cannot be estimated at less than twenty-five per cent, and subtract that from the ordinary discount which the most liberal publisher gives the most favored retailer, and you will readily see that the remainder does not make it possible for the dealer to come out even at the end of the year if he fails to pick the sellers in many instances and carried over very many "plugs" which he has to clean out at the price of reprints. As a matter of fact the book business is at present upon a charity basis—sponging its way upon the stationery and allied trades to give the dealer a possible even break on his money.

Then there are other handicaps under which our far western dealer labors. In order to have books in any quantity, he must order in fairly large numbers, since it will take from five to six weeks to get them in by freight, even when shipping conditions are normal; at least two weeks by express or parcel post; or a week at the best even if he goes to the expense of telegraphing for an express shipment. And so he is under the necessity of having an investment in stock of probably double that of his geographically more favorably located competitor at eastern points. This handicap necessarily tempts him to order heavily and consequently take greater risks of carrying over unsalable titles. It is impractical to talk of reducing overhead to any great extent, for a good location, pleasing fixtures and equipment and high class clerks are unavoidable adjuncts to a first class book-trade.

Now what are the publishers doing to offset this handicap under which we of the West are laboring? The only things I know of are very slight concessions in discounts, which do not make up for the extra quantity of stock we have to carry, and long dating which enables us to lay in our holiday stocks in the summer and have the advantage of the Christmas trade before the bills are due.

Of course, the existence of jobbers carrying substantial stocks, as they do in other lines of trade, would help the situation, but the percentage of profit is not sufficient to justify this. This has just been proved by the retirement of Potter Brothers, who tried to do a large jobbing business in Los Angeles and San Francisco. They did a business of three hundred thousand dollars in the past year at a net loss of eight thousand—*volume does not necessarily mean profit*. Since they could secure only a slightly better discount than the retailer, they could not give attractive prices and were consequently used by the dealer only as a convenience, quantity being bought by the retailer direct of the publisher and the jobber used only for picking up shorts.



Now of course it can be readily seen how this affects the Library, since it is to our interest to have stocks carried locally so that we may purchase books to supply our demand without delay—for we are the public and are merely the demand of the individual multiplied. Speaking for our own situation, Potter Brothers had got to a point where they were giving us good service—but they only beat the sheriff by quitting while the quitting was good, and Newbegin's failure in San Francisco is largely attributed to his effort to give good service to the libraries. The only way to make the jobbing business and supplying of libraries pay under present conditions, is to do as the various branches of the American News Company do—buy the undoubted winners in large quantities—in other words skim the cream off the trade.

Now I will suggest some possible remedies, or partial remedies, which it has occurred to me might do something toward a solution of the problem.

The most essential reform which must take place is the shipping of books in sufficient quantity to a Western distributing point to supply the early demand. This should be done in advance of publication so that they may actually be in the hands of the retailer on the day announced for publication. It should also be done at the expense of the publisher if he is going arbitrarily to set the retail price for Los Angeles and San Francisco at the same figure as for New York and Boston. The re-opening of the Panama Canal makes it possible to get stuff thru in four weeks under favorable conditions, thus competing in both cost and time with transcontinental freight service.

Now in order to do this it would be necessary for each publisher to have a western warehouse, but not necessarily an extensive western branch. Several houses have travelling men who make headquarters here or in San Francisco, but they do not carry sufficient stock to relieve the situation to any appreciable extent. Several of the school book houses do maintain a fairly good stock in San Francisco, however. This solution would make it possible to have travelling men cover the territory at regular intervals, and thus really develop the territory and actually supply the demand. If each publisher has a man visit every retailer in New York, Boston and other eastern cities every day during the two weeks before Christmas, why should they be content to leave San Francisco and Los Angeles untilled soil from October to March?

Personally I believe that with the soaring cost of transportation and the extreme congestion of traffic from which there seems no immediate relief, for the proper development of western trade it may eventually be necessary to express the plates out here and get out an edition of the best sellers on the Coast. If this is practical in the case of English publications, I do not see why it is

beyond the range of possibilities in this case. I should not be in the least surprised to see some of the periodicals printed in this way in the near future. An article in the PUBLISHERS' WEEKLY for April 17th comments on the immense circulation of the Curtis publications with their edition of over two million in each issue of the *Ladies Home Journal* and *Saturday Evening Post*. When we contemplate the problem of shipping the western edition of the *Saturday Evening Post* with its 196 pages to each weekly issue, it seems as tho it would be easier, quicker and cheaper to rush the plates out and strike off a coast edition—especially in view of the establishment of the zone system of postage tariffs. I have little doubt that some such solution will eventually be evolved by these publishers.

Another necessary reform is to do away with petty policies and trivial personalities in dealings between publishers and dealers. Let me cite a few instances where absolute folly is preventing intensive development of the field. One of the largest publishers fails to cover the territory efficiently because he claims that his books are so important that they could "send the office boy out with the line"—a statement which is attributed to the manager of the business. Another publisher failed to call upon one of the largest dealers for a period of four or five years on account of a letter written because a check was a couple of days late. The situation was finally changed by a new travelling man with a saving sense of humor being assigned to the territory. Another traveling man for this same house walked out of a local book store last fall without taking its order because he felt slighted that the proprietor kept him waiting. One local dealer has given no order to one of the largest American publishers owing to some minor difference of policy which occurred a year or so ago, but pools his orders with another dealer. This seems very petty in view of the fact that the publisher is fully aware of the fact, as he wrote me that such was the case only a few weeks ago. These instances show why the three largest publishers in the United States are not getting the most business out of Los Angeles possible. One important publisher asked me to give him an order direct, for the reason that he was not on sufficiently friendly terms with even one Los Angeles dealer to get an order! I can enumerate any number of such trivial circumstances which are having a bad effect upon the trade. I have merely refrained from using names to avoid personalities, but these instances are all so well known to the trade that I should be violating no confidences in making them public.

Another possible solution is for the publisher to use the already existing jobbers as warehouses, assuming a more liberal policy in carrying a consignment stock with them. This could be done under their supervision thru the travelling man who could see that their stock did not become excessive. This

would appear to me the most feasible plan, temporarily, at least, and the only one offering immediate relief.

Now it seems to me the place of the libraries to attempt to work out a solution to this crisis. We are the public magnified many times, as I previously stated. We can see the interests of all branches of the book-trade the more clearly because our interest is not financial. We should use our efforts as an association to bring together the wholesaler, retailer and publisher by sending delegates

to their conventions, or appointing a strong committee to work with similar committees from those organizations. We should present before them some such schemes as I have outlined, or other feasible suggestions and work with them to secure team work in our effort toward the goal which we as separate organizations and interests are struggling to attain—the placing of the greatest possible number of books in the hands of the people of the entire country.

## ENGLISH AUTHORS COMMENT ON BOOK-TRADE SITUATIONS

In the columns of the English book-trade weekly, the *Book Post*, there has just been printed a symposium of opinions on the retailing of books by leading English authors. These comments will be equally interesting to the American book-trade. The comment of an author may, of course, be a prejudiced point of view, but at the same time it may contain suggestions, for the authors are constantly observing the conditions of the places where their books must be distributed. Some of the comments are as follows:

G. BERNARD SHAW—

Book-selling in this country is in need, not of reform, but of creation.

It is hardly an exaggeration to say that there are no bookshops in England, so vast are the thickly populated areas of which the statement is literally true.

I lived for many years in a London division containing a quarter of a million inhabitants, and not a single bookshop, altho there was a shop at which you could buy nautical instruments, presumably for navigating the Regent's Canal.

When Messrs. Smith and Son were temporarily dislodged from the railway stations, they set up bookshops, which relieved the situation a little, and are still a boon to the provinces; but the shortage is still terrific; we have the most complete machinery for producing cheap books in batches of 50,000; but we have no adequate machinery for distributing them; and the production is paralyzed in consequence.

In France and Germany the smallest country towns possess bookshops, in which the most elaborate and expensive historical, scientific, and artistic publications are in the window.

In much larger towns in these islands the inhabitants may live to be centenarians without knowing that such books exist, or conceiving the possibility of a shop devoted exclusively to the sale of books. Stationers sell Bibles and Prayerbooks and illustrated newspapers, and perhaps a few cheap novels, just as oilshops sell scrubbing-brushes.

They will even order a book for a very persistent customer, and perhaps get it for him in a fortnight or so. But that is not serious bookselling. The truth is, we are an illiterate nation, and likely to remain so whilst books are harder to come by than bicycles.

J. D. BERESFORD—

My experience as a member of the book-buying public, as an author, and as literary adviser for a firm of publishers, all goes to convince me that the average bookshop as conducted in England is essentially inexpert.

There are some splendid exceptions, but the average bookseller knows far less about books than the average publisher's traveler.

Nevertheless, I think that the chief buyers of such big firms as Messrs W. H. Smith and Son, or Boots, know their business uncommonly well. Their taste (as shown by their buying, and not by their own reading, if they ever read for pleasure?) is, perhaps, the most valuable indication of an author's probable sales.

MRS. FLORA ANNIE STEEL—

Anything which would tend to improve the present appalling taste in so-called literature would be welcome, and the presence of education and enthusiasm in bookshops would undoubtedly help this desirable consummation.

There is no place where a flapper is more out of place; yet half the bookshops I know are served by girls who, apparently, read nothing but novels.

JOHN GALSWORTHY—

The present economic conditions seem to threaten us with a standstill in the matter of book production, or alternately with a price which will put it out of the power of the public to buy books in anything like the old quantities.

At present authors, publishers and booksellers seem to form three camps, not too friendly to each other. Unless some closer co-operation can be devised, each of these camps must suffer, and the life of "Letters" be grievously handicapped.

This, I should say, is today the most crucial point in the matter of book-selling reform.

JOHN CURNOS—

There are few trades in which such a high grade of intelligence is required as in the book-trade.

I know two or three shops in London where the personal interest of intelligent assistants has resulted in considerable sales of new books of merit, the existence of which is wholly ignored, even in some of the more important shops.



## JOSEPH CONRAD—

Heaven is my witness that I don't know anything about book-selling, and very little indeed about book-buying.

The only thing I can say for myself is that I have never been addicted to book-borrowing. We know what that means. I have noticed that booksellers' shops display a mass of unutterable rubbish in their windows and on their counters.

I should like to see a reform in that respect, even at some personal risk, but that I am afraid is impossible. I am afraid that intelligent enthusiasm and real knowledge of their business will always be as rare among booksellers as in other walks of life.

From my slight knowledge of the class I have acquired the impression that nothing but a shot-gun will reform the modern bookseller.

## MISS M. P. WILLCOCKS—

I should say that book-selling is the worst managed trade in existence.

In order to get a copy of a book of advanced thought one has to fight strenuously.

I am speaking, of course, of the ordinary bookseller, and not of the "Reformers' Bookshops," which are excellent—and are, I believe, doing a good trade.

## STEPHEN GRAHAM—

I have always thought that the author owed much to the bookseller, even to the obscure provincial bookseller.

The booksellers know more about the values of current literature than do the critics—because they are more in touch with readers, and because they often have more time to read the books themselves.

On the other hand, the bookseller does need some protection from unsaleable books, which tend in time to make his shelves stagnate.

## MISS MAY SINCLAIR—

Certainly I think that a reform is needed. The book-selling trade is so important, so closely allied to the reviewer's craft in its power to support or suppress literature, that it should not be left to people who know and care nothing about the quality of the wares they "handle."

The question is no doubt complicated by "what the public wants." But the public, before a bookseller's counter, doesn't always know what it wants, and *there* is the chance for the salesman to tell it, as the honest reviewer would tell it, what it *ought* to want.

## CARADOC EVANS—

Some folk claim that the correct bookseller is a universal teacher. That is very wrong. The bookseller supplies a demand; it is for author and publisher to change the nature of that demand.

## W. J. LOCKE—

I should like to see the abolition of the "Jacket." The novel display nowadays at a bookshop is a jazz band translated into color. Sense is confounded and choice impossible. This art of display is the great thing that the bookseller ought to study.

MEDITATION ON SOME BOOKSHELVES  
SHORTLY TO BE BUILT

*Assiduus sis in bibliotheca, quae tibi Paradisi loco est.*  
—Erasmus to Bishop Fisher.

By Christopher Morley, the book-trade laureate, in the *New York Evening Post*.

Friend carpenter, in *re* those shelves of mine,  
It matters little of what wood you build them:  
Seek out no oak or walnut; common pine,  
Or cypress, will look well when I have filled them.

No doors of glass, or scroll-work done for looks;  
No cornices, no carving, and no beading—  
The ornaments of bookshelves are the books,  
And mind are not for show, but all for reading.

The topmost shelf eight inches, if you please,  
To hold my dumpy twelves and my 16mos;  
The others measured taller by degrees  
For bigger books—like Adams and his keen mots.

And now, while all my volumes are still boxed  
And stand about in dreary packing cases,  
I'll think about their pages—clean or foxed—  
And plan just how I'll put them in their places.

My "Everymans"—six feet of varied hue—  
Chatto and Windus' pocket R. L. S.'s—  
The India-paper Boswell, fat and blue,  
A noble bit of work from Oxford's presses.

The small red Shakespeares—Bobby Burns's tunes—  
My Bunyan, my "Urn Burial," my Borrow—  
The bright green Lamb (thin paper) made by  
Newnes—  
(I wish those shelves could be done by to-morrow!)

The tiny Omar from Southampton Row  
Tersely inscribed with two sets of initials,  
Which same (the first I gave Her, long ago)  
Brought us at last to City Hall officials.

The Houghton Mifflin Keats means much to me  
(Bought from John Wanamaker, when a stripling)  
And Thomas Mosher's grand facsimile  
Of "Leaves of Grass" (the First)—and here's my  
Kipling!

"Vergilii Maronis Opera"  
Imprinted in 1873 at Leipsic;  
My Goldsmith, stained with tea at Thompson's Spa;  
My Apperson on "Smoking," when I'm pipe-sick.

My "Biblelots," "World's Classics," and my  
"Bohns";  
(I'd like to see those books again this minute!)  
My Poe, in Baltimore (at Hochschild Kohn's)  
I got for 19 cents—the mark is in it.

And does my Conrad go up here? He does.  
And my McFee, whose writing is a strong man's.  
And old Burnand, put out by Roberts Bros.,  
And de la Mare, with the imprint of Longmans.

I must not start upon this theme again.  
I will compose my longings unto slumber;  
For Harry Smith says he can't tell just when  
He'll get that much desiderated lumber.

But when brave Harry comes with wood and paints,  
And in their nest my bairns are safely brooded,  
I'll number o'er my literary saints,  
And his good name will surely be included.

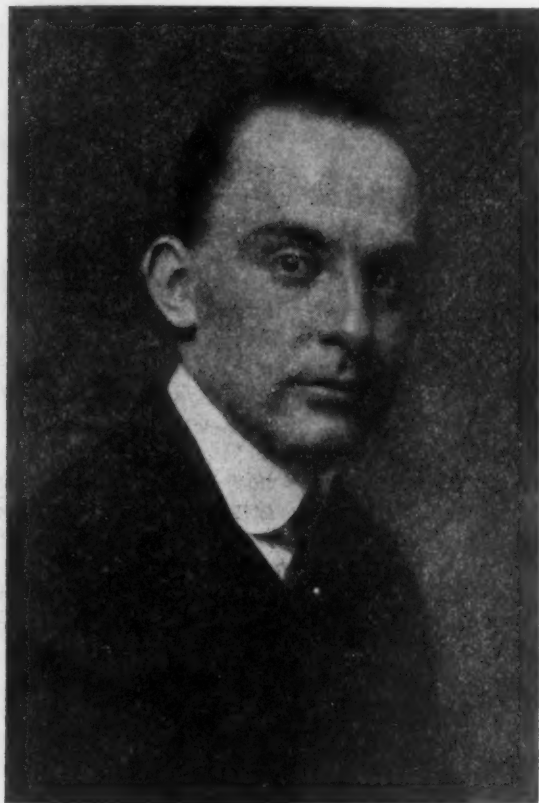
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and BUY MORE  
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putable Broker



## American Publishers to Canvass the Orient

One of the most interesting developments in the publishing field this season is the now completed plan for a representative of American publishing interests to visit the Far East. Harry M. Snyder has arranged to represent nine different publishers in a trip that will cover the principal points, and will sail from Vancouver on June 23rd. Mr. Snyder is one of the best known and experienced salesmen in the publishing trade, starting in business with Putnam's in 1900, and



HARRY M. SNYDER  
WHO SAILS FOR THE ORIENT IN THE INTERESTS  
OF AMERICAN PUBLISHERS

going in 1907 to Dodd, Mead & Co., where he has been ever since. Mr. Snyder has planned to carry a group of lines, not too many to be difficult to bring forward to new customers, but of sufficient variety to be thoroly representative of American book publishing.

The firms who are backing the plan are Dodd, Mead & Company, Houghton Mifflin Company, Grosset & Dunlap, F. A. Stokes Company, Barse & Hopkins, Harcourt, Brace & Howe, Doubleday, Page & Company. G. P. Putnam's Sons, Charles Scribner's Sons and Alfred A. Knopf.

All these firms have already considerable business from the Pacific; but believe that this can be largely increased by having the lines personally represented. The trip is to cover Honolulu and Hilo in the Hawaiian Islands, Tokio and Yokohama, Kyoto and

Kobe in Japan, Shanghai, Hongkong and Canton in China and Manila in the Philippine Islands. It marks an important point in the development of American book publishing and distribution.

## The Potter Brothers' Clearance

The Potter Brothers' book stock has now been completely disposed of, both at Los Angeles and at San Francisco. The company, jobbers in many lines, estimated that there was about one hundred and twenty thousand dollars worth of books on hand when they began their clearance this spring. The books have been sold partly to the libraries and partly to the retail trade and at increasing discounts from the list prices as the sale progressed. Some of the San Francisco department stores have been very heavy buyers, such as The Emporium and The White House, and the material is now appearing on their counters at the bargain prices. Potter Brothers have been in the book jobbing business about two years after having taken over this department of H. S. Crocker Company. They have not found the possible profits in book jobbing commensurate with the capital involved. It seems to be an evidence of the active state of bookselling on the Coast that such a large amount of stock has been comfortably absorbed without more disturbance of the retail stores.

## Sixty Years of Paper Prices

A table of prices for newsprint has been printed in the *Fourth Estate*, which shows in an interesting way the fluctuations since 1860. These figures run as follows: ,

1860,	8.3 cents per pound
1863,	22.12
1870,	12. 3
1880,	6. 9
1890,	3. 4
1900,	1. 8
1910,	2.25
1916,	2.15
1917,	3.25
1918,	3.50 to 3.63
1919,	3.75 to 4.50
1920,	12. to 16 cents.

## Authors' Societies as Executives

Thomas Hardy, the President of the Society of Authors, London, has sent to the Committee of Management a suggestion that the Society act as trustee and literary executive for authors, so as to take off the burden that has weighed on the minds of so many members, the task of so leaving literary property that the full benefit will be received by the legatee. The Committee has approved the suggestion, but owing to the expense that would be involved in changing the constitution of the Association to permit the handling of such finance, the matter has been postponed to some future time.

## Record of Best Sellers During April

The following is the list of the best sellers during April as by special reports from 53 booksellers in 42 cities of the United States, supplied for use in making up the department of "Best Selling Books" appearing in the June issue of "Books of the Month":

### FICTION

1. The Man of the Forest, by Zane Grey. *Harper.*
2. The Great Impersonation, by E. Phillips Oppenheim. *Little Brown.*
2. A Man for the Ages, by Irving Bacheller. *Bobbs Merrill.*
4. The River's End, by James Oliver Curwood. *Cosmopolitan.*
5. The Portygee, by Joseph Lincoln. *Appleton.*
6. House of Baltazar, by William J. Locke. *Lane.*
7. September, by Frank Swinnerton. *Doran.*
8. Harvest, by Mrs. Humphry Ward. *Dodd, Mead.*
9. Many Junes, by Archibald Marshall. *Dodd, Mead.*
10. Tatterdemalion, by John Galsworthy. *Scribner.*

### GENERAL

1. Economic Consequences of the Peace, by James Maynard Keynes. *Harcourt.*
2. Now It Can Be Told, by Philip Gibbs. *Harper.*
3. Abraham Lincoln, by John Drinkwater. *Houghton.*
4. Inside Story of Peace Conference, by Edward J. Dillon. *Harper.*
5. An American Idyll, by Cornelia Parker. *Atlantic.*
6. Roosevelt's Letters. *Scribner.*
7. Cardinal Mercier's Own Story. *Doran.*
8. White Shadows in the South Seas, by Frederick O'Brien. *Century.*
9. Mince Pie, by Christopher Morley. *Doran.*
10. Kipling's Inclusive Verse. *Doubleday.*

## Books in Demand at the Library

The *Bookman* record shows that the following books were the most popular at the public libraries during April:

### FICTION

1. The Man of the Forest, Zane Grey. *Harper.*
2. The Re-creation of Brian Kent, Harold Bell Wright. *Book Supply.*
3. The Lamp in the Desert, Ethel M. Dell. *Putnam.*
4. The Great Impersonation, E. Phillips Oppenheim. *Little, Brown.*
5. The River's End, James Oliver Curwood. *Cosmopolitan.*
6. Red and Black, Grace S. Richmond. *Doubleday.*

### GENERAL

1. The Economic Consequences of the Peace, James Maynard Keynes. *Harcourt.*
2. Theodore Roosevelt's Letters to His Children. Joseph Bucklin Bishop. *Scribner.*
4. A Labrador Doctor, Wilfred T. Grenfell. *Houghton.*
5. Raymond, Sir Oliver Lodge. *Doran.*
6. White Shadows in the South Seas, Frederick O'Brien. *Century.*

## Getting the New Maps Ready

As the peace arrangements have become settled, there has been a keen interest in the prospect for new maps and new atlases, for the great war has thrown into the scrap heap every existing atlas. The loose-leaf method of handling this has been adopted by the Hammond Company, which is putting out its largest size atlas in this style. All those maps that can be definitely settled are printed from new wax plates of the highest character, and the few that must yet be straightened out could be supplied to subscribers as soon as ready, and they can then be easily put into the book. In the meantime, these maps are substituted by what are practically temporary maps, showing the boundaries as they have existed. In their smaller size modern atlas, which is so familiar to the book-trade, the maps have been put in as rapidly as information could be gathered, and they are also meeting the issue of the census problem by enclosing a coupon, which entitles the owner of the atlas to a supplement containing the new figures, on the payment of twenty-five cents. Many of the other maps in the Hammond series are being revised at the same time.

## Novel Tarzan Publicity

A crowd, jamming two sidewalks to their limit, has been gathering daily about the famous Twenty-third Street corner of the Flatiron Building, where was seen inside two live lion cubs just inside the big plate glass windows, and where, for three hours each afternoon, Mr. John O'Neil Lewis has been painting some striking large oil pictures of Mr. T. R. Zan, the hero of the movie production of the Tarzan books.

The occasion for this special publicity is the production at a Broadway theater of the second of the Tarzan films, "The Return of Tarzan," and both the theater and the A. L. Burt Company will profit by this striking publicity. The coming of Tarzan to the films has been an interesting illustration of how movies can affect very directly the sales possibilities on the book counters. This has been especially true of the Tarzan books, where there is a series and not just the single book being dealt with.



## Urge Liberal Arrangements for Sending Books and Periodicals Abroad

Owing to the depreciated currency of Europe and the financial difficulties in which many European nations find themselves, the publication of some European Serials has been temporarily discontinued, others have decreased in size, while the publication of still others is irregular. Furthermore, the purchase of American books at the present rate of exchange is practically impossible.

Since it is essential for the intellectual life of mankind, that students of all countries should be in close touch, and since it seems of importance to America that the results of our intellectual activities should be known, the undersigned urge all publishers, publishing institutions and publishing societies to exchange their publications on the most liberal terms with libraries, publishers, journals and publishing institutions and societies of all European countries, disregarding for the near future the question whether the amount of printed matter received in exchange corresponds with the amount sent.

FELIX ADLER, JAMES R. ANGELL, FRANZ BOAS, CHARLES W. ELIOT, J. CARDINAL GIBBONS, ARTHUR T. HADLEY, DAVID STARR JORDAN, HARRY PRATT JUDSON, DR. E. H. LEWINSKI—CORWIN, A. LAWRENCE LOWELL, JOHN BASSETT MOORE, HENRY FAIRFIELD OSBORN, GEORGE FOSTER PEABODY, M. I. PUPIN, JACOB GOULD SCHURMAN, ELLERY SEDGWICK, F. J. V. SKIFF, MUNROE SMITH, DR. ANTONIO STELLA, HARLAN F. STONE, HENRY SUZZALLO, WILLIAM H. TAFT, F. A. VANDERLIP.

## Newspaper Printers Get Raise

On the 1st of April, the newspaper compositors, organized as part of Typographical Union No. 6 of New York, made demands for increases in wage scale, thru their President, Leon A. Rouse. The scale at that time was day shift, \$43.50; night shift, \$46.50, and midnight shift, \$49.50. The demand was for an increase of \$63, \$69 and \$75, with double time for overtime. The newspapers offered \$6.50 but this was refused by the Union, and the matter was referred to an arbitrator, William E. Kelly. His award was given out on June 8th and allows \$11.50 increase in place of the \$19.50 to \$25.50 asked by the men and \$5 higher than that offered by the newspapers. He also ruled that time and a half instead of double time should be the rate for overtime.

This places the newspaper men at \$10 higher than the compositors in the general printing office, where periodical, job and book work is done. While there is usually about that percentage of difference between the scales of newspaper offices and general work, it is prophesied in the printing trade that there will be an advance asked in general printing offices this fall. The hours awarded were 45 for the day and night shift, and for the midnight or "lobster" shift, 42. In the

general printing offices, the understanding is that there will be the 44 hour arrangement in 1921 for printing offices thruout the United States.

## The Pulitzer Prizes for 1920

Three prizes were awarded for excellence in letters at the Columbia School of Journalism this June, the Pulitzer prizes for drama, biography, and history. No award was made to a novelist, the committee deciding that no novel produced in 1919 measured up to the necessary standard. The awards were made to Eugene O'Neill, for "Beyond the Horizon" (Boni and Liveright); to Albert J. Beveridge, for "The Life of John Marshall" (Houghton Mifflin) and to Justin H. Smith, for "The War with Mexico" (Macmillan). The committees of award were: drama, Hamlin Garland, Richard Burton, Walter Prichard Eaton; history, Barrett Wendell, Henry Dwight Sedgwick, Worthington C. Ford; biography, Paul Elmer More, Edward Channing, Meredith Nicholson.

There were also two journalistic prizes awarded for the best editorial and for the best example of a reporter's work. These were awarded to Harvey E. Newbranch, editor of the *Evening World Herald*, Omaha, for an editorial called "Law and the Jungle" printed September 30, 1919, and to John J. Leary, Jr., of the *New York World* for a series of articles on the national coal strike in the winter of 1919, contributed to the *World*.

The prize for the editorial was \$500, for the biography, the drama, and reporter's work, \$1000 each, and the prize for history, \$2000.

## Spingarn Medal Awarded to Dr. Dubois

Dr. W. E. B. Dubois, author of "Soul of the Black Folk" and "Dark Water," has been awarded the Spingarn medal for the greatest achievement by a man of African descent during the last year. The presentation was made at the eleventh annual Convention of the National Association for the Advancement of the Colored People. Among those present at the ceremony was Major J. E. Spingarn, of the publishing house of Harcourt, Brace & Howe, in whose name the medal was presented.

## Fiction Price Levels

The first announcements that have come to hand for fall book plans seem to indicate that the general price of popular fiction will be about two dollars, with fiction by authors who may expect a smaller, more select circulation running from two up to two dollars and a half. Some titles, in the popular field by less known writers, and therefore on a smaller royalty basis, will be kept between one dollar seventy-five cents and two dollars.



## English Notes

(From Our London Correspondent.)

Prize competitions for novels continue to be announced. It was not long since—last year to be exact—that we heard of three competitions from well known publishers: £750—Messrs. Collins, Sons & Co., the three winning novels which will be published in the U. S. A. by G. P. Putnam's Sons; £250—Erskine Macdonald, and £250—I. Werner Laurie. The latter was for the best humorous story. Messrs. Collins competition closed on March 30, and the winning novels are to be announced on June 30. Messrs. Macdonald's and Messrs. Laurie's winners will be published in the near future. It will be remembered that a few years ago, Messrs. Hodder and Stoughton ran a £1000 novel competition which created a considerable amount of interest. Now we learn that two other competitions are in the making. Messrs. John Long are offering £500 for the best first novel, and *The Bookman*, which is published by Messrs. Hodder and Stoughton, are ready to give two hundred and fifty guineas also for a "best first novel." In the announcement of this last competition, the editor says:

The increasing cost of book-production is, in these days, raising very serious difficulties for the author as well as for the publisher—especially for the author who is unknown. Articles and letters have recently appeared in the newspapers reiterating that it is becoming almost impossible for the beginner to get any chance at all, for, until the enterprise is less costly and speculative, most publishers prefer to limit their lists to the works of novelists of established reputation, and are unwilling to take the risk of publishing a first novel.

For the purposes of this competition, a "first" novel is defined as one by a writer who has never before had a work of fiction (other than a volume of short stories) published in book form.

*The Bookman* and Messrs. Long are to be congratulated on this idea, for it is bound to encourage the man or woman who really has something to say, to sit down and plan out a story.

Fiction competitions are always vastly interesting, and the possibilities of finding a new and promising writer who, one day, may become a Hardy—a real Hardy—or a Thackeray, always thrill those who have the task, often an exacting one, of reading dozens of manuscripts, good, bad and indifferent, in the endeavors to "spot the winner." One often comes to sad conclusions at the end of a reading of a story. There are little tragedies lurking in the background of many of these manuscripts, and they rather tend to frighten one. Readers, or selectors, or whatever one may call them, should be people of real feeling, with a good mixing of intellectual acumen, otherwise they had better give up the task. But feeling may not count in deciding the value, often the commercial value, of a sub-

mitted story, and the reader with heart and brain fighting each other has to say "no" in nine out of ten cases. And that's the reader's *Via dolorosa*. Yet if out of these sheets of typescripts there comes just one great thing, or a work by an author who shows the slightest signs of becoming important, all the bother of the competition is decidedly worth while. Moreover, in spite of the fact that the publishers may be overwhelmed with entries, competitions do spur some to creative work, and work which may become vastly important. For these reasons novel competitions justify themselves. I wish someone would plan a competition for the best volume of essays. We badly want some more candidates for the mantle of Charles Lamb.

Mr. Herbert Jenkins is emphasizing the success which has come to James Welsh's "The Underworld." Mr. Jenkins deserves congratulations for this success. It is a first novel, and he says that nearly 50,000 copies have been called for. A first edition of 20,000 was printed. Here is the publisher's advertisement which he prints in his sprightly little monthly, *The Herbert Jenkins Wire-less*.

### THE UNDERWORLD

A First Novel, by James Welsh, the miner-novelist. One hundred thousand words. Price 2s. 6d. net.

First Edition .....	20,000
Second Edition .....	12,500
Third Edition .....	16,000
Fourth Edition .....	11,500

These figures are so amazing that people are incredulous. The publishers are looking for the man who says they are false. It will mean the King's Bench or Old Bailey for him.

Among the recent publishers to arrive are Major Putnam—who seems as active as ever—and Mr. W. W. Appleton.

"BEST SELLERS" DURING THE PAST FEW WEEKS WERE:

#### Fiction

Compton Mackenzie's "The Vanity Girl."  
Belloc Loundes' "The Lonely House."  
Olive Wadsley's "Belonging."  
Ellen Thorneycraft Fowler's "Beauty and Bands."  
Anne D. Sedgwick's "The Third Window."  
Mrs. Humphry Ward's "Harvest."

#### Non-Fiction

Kipling's "Letters of Travel."  
Arthur's "Kitchener."  
"Letters of Henry James."  
Deschanel's "Gambetta."  
Noyes' "The Elfin Artist."  
Hurd's "Merchant Fleet in the War."

"PATHS OF JUNE" is the alluring title of a book of poems by Miss Dorothy Stockbridge, a young poet of much promise, which E. P. Dutton & Co. have in train for publication the first of next month. Most of the verses have already appeared in print in various periodicals.

## An Uncorrected Galley

OWN UP, MR. AUTHOR!

The Golden Syndicate of Los Angeles is sending out a questionnaire to authors preparatory to publishing what is to be called a "Who's Who of the Authors of North America." The first question reads "What is your profession, pursuit, or line of business?" The need of an author having a "line of business" becomes very apparent when one comes to read the coupon that forms the bottom of the submitted slip, for at that point the author is given opportunity to arrange for a full page portrait at \$25.00 or a quarter page at \$10.00.

BRYN MAWR'S OPPORTUNITY

A. Edward Newton received last month the honor of being made honorary member of the American Booksellers' Association, and has again been in the public eye being given an honorary degree by the University of Pennsylvania. It looks as tho there were a fine opportunity for Bryn Mawr to follow suit with a degree for Miss Bessie Graham.

CLEVER BOOK PUBLICITY

We do not know who was to blame, McClurg, Burt, or Harper, but the first woman to get recognition on the floor of a national convention was a Margaret Hill McCarter. The incident will probably soon get mention in numerous publicity notes and serve to promote the sales of "The Peace of Solomon Valley," "The Price of the Prairie," and "The Vanguard of the Plains."

Department Manager to New Clerk—You said, I think, that you know how to handle the English language?

Hopeful and Ambitious Salesman—Yes, indeed, sir, I think my knowledge of the English language ought to prove a real asset in the book business.

Department Manager—Good, just take hold and make a good looking stack of that new shipment of unabridged dictionaries.

Young Artist—But I have sold series of illustrations to several publishers of children's books. I am sure that my work will give you full satisfaction.

Publisher—You say that you have received one hundred dollars per drawing for such work?

Young Artist—Yes sir, from several houses.

Publisher—We can come to terms then I think. I can offer you a good place in our city sales force.

Called for at the St. Louis Public Library. Hoover the Schoolmaster, Soil of a Black Man, Maeterlinck's Red Robin, Abe's Triplets (Aes Triplex), Cottage Cheese (Scottish Chiefs), Les Miserables or any other good moving picture.

## Special Bulletin on Price Conditions

The Executive Committee of the American Booksellers' Association has sent its members the following comment on the price situation:

"Considerable uneasiness exists among retailers due to the wave of price-cutting which has swept the country from coast to coast during the past few weeks. While this has been confined most generally to clothing and kindred lines it has involved, in a few cases, the placing of entire department store stocks on sale at a large discount.

"Insofar as the book business is concerned, these cuts are absolutely unwarranted by underlying and fundamental conditions and the dealer in books should "sit tight," upheld by the absolute justice of his position. We must absolutely maintain our present position regarding prices and discounts, if we hope to continue, and build up the consumer distribution of books in this country. The retail book business has been and is being conducted on the smallest margin of profit possible, to maintain financial integrity and independence.

"It is sincerely to be hoped that publishers will find a way to keep costs of production, and consequently retail prices, at their present level for the balance of the year.

"On the other hand, there is not the slightest indication of any possibility of lower prices in books. There is a real shortage of paper, with prices at about four times pre-war level and this situation may become more acute later in the year. Binding cloth, boards and other materials are in the same situation. Labor in the printing and allied industries cannot decline below present figures, and on the present basis is none too stable. With every element of manufacture increased from two to four times pre-war levels, and cost of distribution to both publisher and retailer substantially increased, the retail price of new books has been advanced, not over 33 1/3 per cent and there are still available a large number of standard and worth-while books in popular, reasonably priced editions. These facts should be clearly brought to the attention of your salesforce, so that they may realize the rightful necessity of present book prices, and, where necessary, lay these facts before the customers.

"Rest secure in the honesty and justice of your position and 'don't rock the boat.'

"While buyers will do well to play safe and be conservative, keeping well within their financial resources, we see no reason for holding back the placing of usual Fall orders, which would only result in a wild scramble later in the season for whatever supplies are available."

Thornton W. Burgess, the children's favorite story-teller, is now at work on "The Burgess Animal Book for Children," as a companion volume to his "Burgess Bird Book for Children," which appeared last autumn.



## AMONG THE PUBLISHERS

A COLLECTED edition of the works of Amy Lowell is to be published in England by Basil Blackwood of Oxford.

SINCLAIR LEWIS is finishing a new novel "Main Street," for fall publication.

THOMAS HARDY, the eminent English novelist, celebrated his eightieth birthday June 2d, and in commemoration of the event the Harpers are rushing for publication an anniversary edition of his novels, in twenty volumes.

TWO IMPORTANT BOOKS on commerce and export whose publication date the Century Co. has postponed from time to time are now definitely announced for June. These are "Ocean Shipping" by Robert Edward Annin, lecturer on economics at New York University, and "The New Merchant Marine" by Edward N. Hurley, former chairman of the United States Shipping Board.

GILBERT CHESTERTON has been spending the spring in the Holy Land. He will record his experiences and reactions to post-war Palestine in a book probably to be called "The New Jerusalem," which George H. Doran Company will bring out in this country.

A SPECIAL THEATER edition of Drinkwater's "Abraham Lincoln" has been prepared and is now on sale in the Cort Theater lobby. With a poster cover designed by Charles B. Falls, the volumes contain also photographs of John Drinkwater, William Harris, Jr., Frank McGlynn and pictures of five scenes from the play.

"BACK TO THE REPUBLIC, The Golden Mean: the Standard Form of Government," by Harry F. Atwood (wrongly listed in The Spring Announcement Number) has recently been received from Laird and Lee.

THE LIST of books for the Mayflower Centennial is growing. Two more received this week are: "The Women Who Came in The Mayflower," by Annie Russell Marble (Pilgrim Press) and "In the Days of The Pilgrim Fathers," by Mary Caroline Crawford (Little, Brown).

A VOLUME of plays, said to be as readable as Barrie's, is "First Plays" by A. A. Milne (Knopf). Miss Ethel Barrymore has played the part of Belinda in the play of that name. A new play of Mr. Milne's, "Mr. Pim Passes By," is now being played at the New Theater in London.

ALFRED A. KNOPF announces the publication of "Interim," the fifth installment of Dorothy Richardson's "Pilgrimage."

"THE STUDIO," the first in the "Graphic Arts Folios" series, for which McDevitt-Wilson's have the American agency, was ready April 25.

WITTER BYNNER is going to China with a Chinese professor to complete "The Chinese Anthology."

A TIMELY and non-technical book on an important topic comes from the Yale University Press this week, "The United States Forest Policy," by John Ise, Ph. D. LL.B.

THE ADVANCE of science in its practical application, even to things most unscientific, is shown in "The Hysteria of Lady Macbeth," a volume by Isador Coriat, which The Four Seas Company include in their spring list. Dr. Coriat, who is a psychoanalyst and a distinguished neurologist, applies his theories to a daring and original conception of the character of Lady Macbeth, discussing it from the standpoint of the doctrine of the unconscious.

THERE IS AT present no collection of stories and poems by Negro writers which colored children can read with pleasure and which represents the delightful literary output of the American Negro. Children of all races will therefore welcome "The Upward Path: A Reader for Colored Children," with an Introduction by R. R. Moton, Principal of Tuskegee Institute, which Harcourt, Brace and Howe will publish this spring.

"THERE is a close relation between current events and book sales," says Appleton's *Book Chat*, "Each new revolution in Mexico means a new edition of Charles Flandrau's delightful 'Viva Mexico.' There is also considerable demand for 'Mexico from Cortez to Carranza,' by Louis Seymour Hasbrouck; and the canonization of 'The Maid of France' accounts for the constantly increasing interest taken in Laura E. Richards' charming biography, 'Joan of Arc.'"

A NEW BOOK entitled "To Walk with God" (Dodd, Mead) has created a sensation in Washington. It is another purported spirit communication, by way of the ouija board or planchette, and is publicly acknowledged as having been so obtained by two women prominent in social and government circles. The co-authors are Mrs. Franklin K. Lane, wife of the former Secretary of the Interior, and Mrs. Harriet Blaine Beale, daughter of James G. Blaine.



## CHANGES IN PRICE

DOUBLEDAY, PAGE & CO.

Our June 1st trade order list, announcing many changes in prices, is now ready and will be sent to any dealer on request.

LITTLE, BROWN & CO.

Increased cost of manufacture compels us to raise the prices of some of our publications effective June 15th. A copy of our revised trade order list has been mailed to our customers and if you have not received your copy kindly advise us and we will send another.

JOHN JOS. MCVEY

Ludy's, Answers to Questions Prescribed by Pharmaceutical State Boards, second edition, \$2.75.

CHARLES SCRIBNER'S SONS

Stoddard, The Rising Tide of Color, \$3.00.

F. A. STOKES COMPANY

Our new Order List will show numerous price changes. Copies will be sent on request.

JOHN WILEY & SONS, Inc.

Have increased the prices of various publications, in effect June 1st, 1920. Copies of the printed notice will be sent upon application.

ward is Rosenfeld. He is a neatly dressed young man, blonde curly hair, in height about 5 feet 5 inches, speaks fluently and with a great deal of assurance. Sometimes he claims that he is an artist.

He bought several things at our shop paying cash. Once he selected some books and gave us two checks, one for \$15.00 and one for \$16.80, after deducting the amount of the books we gave him the change in cash. The checks were drawn by "J. W. Sumner" on the Corn Exchange Bank (Union Square Branch). The next day the bank notified us that J. W. Sumner had no account.

JOSEPH A. MARGOLIS,  
Madison Ave. and 91st St.  
New York.

## Personal Notes

ROBERT G. ANDERSON of G. P. Putnam's Sons sailed for England on the 10th to be gone until the last of July.

MR. ALEXANDER M. ROBERTSON of A. M. Robertson & Company, San Francisco, will celebrate the end of this month the fiftieth anniversary of his entrance into the book business. The book-trade will remember that Mr. Robertson has been a leading figure in the development of the book business on the Pacific Coast, and he will be remembered by the book-trade as a whole, as one who fought steadily for the introduction of net prices.

MISS JOAN SUTHERLAND, the English author, will sail from London for New York on the S. S. Baltic in July. A play, based on her novel, "Cavanagh of Kultann," has been almost completed, and the Waturdan people will produce a film version of another of her novels, "Fettered," in September.

## Business Notes

CHICAGO, ILL.—Ye Booke Stalle has been open at 412 S. Wabash Avenue by J. W. Wilcox and Follett Co., who are well-known in the text-book business at 1018 S. Wabash Avenue. On October 1st they will get possession of a new store at 408 S. Wabash Avenue in a new building going up on the corner of Van Buren Street. The store will carry a full line of new and old books and will deal extensively in remainders. The Booke Stalle wishes to receive at once the latest catalogs of publishers and jobbers.

NEW YORK CITY.—New York Medical Book Co. has removed from 45 E. 42nd St. to 229 4th St., Union Hill, (Weehawken, P. O.) N. J., occupying their own building.

NEW YORK CITY.—The Aldus Book Co., formerly of Jersey City, is now located at 89 Lexington Ave.

## Obituary Notes

Hugh Thomson, the Irish artist, well-known to the book-trade for his illustrations, died on May 7. He was born June 1, 1860. Among the books which he illustrated were: Jane Austen's novels, "Cranford," "Peg Woffington," "St. Ronan's Well," "A Kentucky Cardinal," "The Great Hoggarty Diamond," "Highways and Byways of London," "Evelina," "Scenes from Clerical Life," "As You Like It," "Merry Wives of Windsor," "School for Scandal," "The Vicar of Wakefield," "Silas Marner," "She Stoops To Conquer," "Quality Street," "The Famous Cities of Ireland," "Tom Brown's Schooldays."

Rhoda Broughton, the English novelist, died at her home near Oxford on June 7. She was born in a little town in North Wales, in 1840. Her novels attracted as much attention when they began to appear as the most daring sex books do today. The list of her works includes: "Cometh Up As a Flower," 1867; "Not Wisely But Too Well," 1867; "Red as a Rose is She," 1870; "Good-bye, Sweetheart, Goodbye," 1872; "Nancy," 1873; "Joan" 1876; "Second Thoughts," 1880; "Belinda," 1883; "Dr. Cupid," 1886; "Alas," 1890; "Mrs. Bligh," 1892; "A Beginner," 1892; "Scylla or Charybdis?," 1895; "Dear Faustina," 1897; "The Game and the Candle," 1899; "Foes In Law," 1901; "Lavinia," 1902; "The Devil and the Deep Sea," 1910; "Between Two Stools," 1912.

## COMMUNICATIONS

### Description of a Book Thief

June 8, 1920.

Editor, PUBLISHERS' WEEKLY:

The swindler, "A. Rosenfeld," about whom H. S. Nichols wrote you also goes under the name "Dlef Nesor" which when read back-

## THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

*The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]*

*Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ft. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.*

**Alden, John Carver**

Chuckles; this idiocy by [author]; il. by B. C. Hilliam. 85 p. D c. Bost., M. Jones bds. \$1 n.

Illustrated nonsense rhymes.

**Alison, Annette**

The power of the alumnae. 94 p. D [c. '20] Oakland, Cal., Annette Alison, 921 Cypress St.] bds. \$1.50

Facts and theories bearing on the problem of the graduate nurse.

**Allen, A. W.**

Handbook of ore dressing; equipment and practice. 239 p. il. N. Y., McGraw-Hill \$3

American book-prices current; a record of books, manuscripts and autographs sold at auction in New York, Boston and Philadelphia from September, 1918, to July, 1919, being the season 1918-1919; comp. from the auctioneers' catalogues. v. 25. 16+960 p. Q '19 c. '20 N. Y., Dutton \$20 n.

**Anstruther, Eileen H. A. [Mrs. John Collins Squire]**

The husband. 301 p. D N. Y., J. Lane \$1.75 n.

Story having its setting in an English village and in suburban London shortly before the war.

**Arthur, Sir George Compton Archibald**

Life of Lord Kitchener. 3 v. pls. por. maps (part fold.) facsm. O c. N. Y., Macmillan \$12.50 n.

First two volumes deal with Lord Kitchener's life up to the beginning of the war, the third deals with the war and his part in it. Index. Author was Kitchener's secretary.

**Aston, Maj.-Gen. Sir George Grey**

Memories of a marine; an amphibiography. 10+302 p. pls. O '19 [N. Y., Dutton] \$5 n.

Author's account of his experiences in various departments of the navy and on active service in the Soudan and South Africa. Index.

**Atwood, Harry Fuller**

Back to the republic; the golden mean, the standard form of government. 6th ed. 157 p. D [c. '18] Chic., Laird & Lee \$1

**Automobile Blue Book Publishing Company**

Official automobile blue book. 1920 ed. 12 v. maps O c. N. Y., Automobile Blue Bk. Pub., 243 W. 39th St. leath. ea. \$3 n.

**Baldwin, Charles Sears**

God unknown; a study of the address of St. Paul at Athens. 61 p. D [c. '20] Milwaukee, Morehouse Pub. bds. \$1

**Barker, J. Ellis**

Economic statesmanship; the great industrial and financial problems arising from the war. 2d ed. containing 10 additional chapters. 12+624 p. tabs. O N. Y., Dutton \$7 n.

**Bassett, Sara Ware**

Paul and the printing press; with il. by A. O. Scott. 218 p. pls. D (Invention ser.) c. Bost., Little, Brown \$1.50 n.

High school story centering around the publication of a school paper and incidentally telling the story of printing and of the invention of the printing press.

**Bellinger, Alfred R.**

Spires and poplars [verse]. 55 p. D (Yale ser. of younger poets) c. New Haven, Ct., Yale Univ. bds. \$1

**Alabama. Departmet of Education**

Alabama teachers' professional reading course with suggestions for county and group meetings. 1919-1920. 31 p. O ['19] Montgomery, Ala., Dept. of Educ. pap.

**American Association for International Conciliation**

Certain aspects of the Bolshevik movement in Russia. pt. 1, Character of Bolshevik rule; Economic results of Bolshevik control. pt. 2, Bolshevik program of world revolution. 2 v. 90; 43 p. D (International conciliation) N. Y., Am. Assn. for Internat. Conciliation pap.

**Arizona, Supreme Court**

Repts. (Alice M. Birdsall) v. 20. Decisions between Dec. 14, 1918 and Nov. 13, 1919. 707 p. San Francisco, Bancroft-Whitney \$4.25

Beneficent (A) life; tributes to the memory of Jennie M. Colby. 24 p. por. O [Watertown, Mass., Perkins Inst. for the Blind] pap.

**Benton, Frank Weber**

California, the garden of the world. [3d ed.] 36 p. col. pls. obl. S [c. '20] [Los Angeles, Cal., Benton Publishing Co., 316 Grant Bldg.] pap. 50 c. n.



**Berger, Maurice**

Germany after the armistice; a report based on the personal testimony of representative Germans concerning the conditions existing in 1919; with a preface by Baron Beyens; tr. with an introd. by William L. McPherson. 17+337 p. O c. N. Y., Putnam \$3.50 n.

Author, a Belgian engineer who was sent to Germany soon after the signing of the armistice gives an account of personal interviews with many of the German war-lords and leading German citizens.

**Bishop, H. C. W.**

A Kut prisoner. 13+243 p. pls. pors. maps D (On active service ser.) N. Y., J. Lane \$1.50 n.

Personal experiences of a subaltern of the Indian Army Reserve of Officers telling of the battle of Ctesiphon and the siege of Kut and of an escape from a Turkish prison camp.

**Blades, Leslie Burton**

Claire. 269 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

**Bower, B. M. [pseud. for Bertha Muzzy Sinclair; Mrs. Bertrand William Sinclair]**

The quirt; with front. by Anton Otto Fischer. 6+298 p. D c. Bost., Little, Brown \$1.75 n.

Story of Idaho ranch life.

**Bryas, Madeleine de, comtesse, and Bryas, Jacqueline de**

A Frenchwoman's impressions of America. 14+268 p. D c. N. Y., Century Co. \$1.75 n.

Record of their impressions of America by two Frenchwomen who toured the United States in aid of the liberty loan and in the interest of devastated France.

**Bynner, Witter**

A canticle of Pan; and other poems. 16+214 p. D c. N. Y., A. A. Knopf bds. \$2 n.

**Carey, Thomas Joseph [F. M. Payne, pseud.]**

The real estate educator; a repository of useful information for ready reference, espec-

ially designed for real estate agents, operators, builders, contractors, manufacturers, and business men. New rev. ed. 205 p. S c. '08-'20 N. Y., T. J. Carey & Co., 143 W. 96th St. \$1.50 n.

**Clark, Rev. Francis Edward**

The gospel of out of doors. 8+143 p. D c. N. Y., Assn. Press \$1.25 n.

Collection of out-of-door sketches by the founder of the Society of Christian Endeavor.

**Cleveland, Frederick Albert, and Buck, Arthur Eugene**

The budget and responsible government; a description and interpretation of the struggle for responsible government in the United States, with special reference to recent changes in state constitutions and statute laws providing for administrative reorganization and budget reform; introd. by William Howard Taft. 33+406 p. O (American social progress ser.) c. N. Y., Macmillan \$3 n.

**Cole, J. R.**

The birth of the next nation; and The new birth from Mosaic prophecies. 217 p. il. O [c. '19] Lancaster, O., Aryan Pub. \$2

Interpretation of history in the light of Biblical prophecy.

**Columbia University. Faculty of Political Science, ed.**

Studies in history, economics and public law. v. 89, pt. 1, Women's wages, by Emilie J. Hutchinson; pt. 2, The return of the democratic party to power in 1884, by Harrison Cook Thomas; pt. 3, The Paris bourse and French finance, by William Parker. 179; 261; 116 p. O '19 c. N. Y., Longmans \$5 spec. n.

**Cooper, James A.**

Tobias o' the light; a story of Cape Cod; il. by Joseph Wykoff. 7+338 p. pls. D [c. '20] N. Y., G. Sully \$1.75 n.

**Brown, Arlo Ayres**

Teacher's guide to A Methodist church and its work (Tippy-Kern). 51 p. D (Training courses for leadership) [c. '20] N. Y. and Cin., Meth. Bk. Concern pap. 40 c. n.

**California. District Courts of Appeal**

Repts. (R. V. Whiting) v. 37-38. Decisions between April 16, 1918 and Nov. 26, 1918. 934; 905 p. San Francisco, Bancroft-Whitney ea. \$3

**California. Supreme Court**

Repts. (R. V. Whiting) v. 179. Decisions between Sept. 20, 1918 and Feb. 24, 1919. 963 p. San Francisco, Bancroft-Whitney \$3

**Carnegie Endowment for International Peace, Division of Intercourse and Education, comp.**

American foreign policy; based upon statement of presidents and secretaries of state of the United States and of publicists of the American republics; with an introd. by Nicholas Murray Butler. 128 p. O (Publication 17) c. Wash., D. C., Carnegie Endowment for Internat. Peace bds.

**Carre, Tudor B.**

Tudor lumber price and freight reckoner. 82 p. O c. '20 [New Orleans, Searcy & Pfaff, 724 Perdido St.] \$2.50 n.

**Carter, Mrs. Lydia Augusta Paine**

The discovery of a grandmother; glimpses into the homes and lives of eight generations of an Ipswich-Paine family gathered together by one of the ninth for the tenth, eleventh and twelfth generations. 341 p. pls. pors., facsims. coat of arms O c. Newtonville, Mass., Henry H. Carter \$4 n. (limited ed.)

**Carver, Willard**

Psycho-bio-physiology; consisting of applied psychology, biology as the cause of histology and anatomy and a description of the conduct of anatomic parts, which is physiology. 384 p. il. O [c. '20] N. Y., Carver Chiropractic Coll., Book Dept. \$10

**Clay, Hubert K., and Davis, Paul M.**

History of Battery "C," 148th field artillery, American expeditionary forces; written in Germany; drawings by John F. Hubacek and Allen W. Hale. Memorial edition. 255 p. il. 2 col. pls. pors. maps (part fold.) Q [c. '19] [Colorado Springs, Colo., Outwest Ptg. & Stationery Co.] ¼ leath. \$3.50 n.

Constitution (The) of the United States and the Declaration of independence. 44 p. S ['20] Chic., Flynn Pub. pap. 25 c.



Cape Cod story in which old Captain Tobias, the lighthouse keeper, tries his hand at matchmaking.

**Couperus, Louis Marie Anne**

The tour; a story of ancient Egypt; tr. from the Dutch by Alexander Teixeira de Mattos. 321 p. D c. N. Y., Dodd, Mead \$2

Story of a party of ancient Romans touring thru Egypt in the reign of Tiberius.

**Crawford, Mary Caroline**

In the days of the Pilgrim fathers. 14+331 p. pls. pors. facsms. map O c. Bost., Little, Brown \$3 n.

Story of Plymouth Colony, its settlement, early days and outstanding personalities.

**Curle, Richard**

Wanderings; a book of travel and reminiscence. 12+350 p. O N. Y., Dutton \$5 n.

Travel sketches recounting author's experiences in France, Spain, Palestine, Egypt, Swaziland and other places.

**Curwood, James Oliver**

Back to God's country; and other stories; il. with scenes from the photoplay. 274 p. pls. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap \$1

The courage of Marge O'Doone. 309 p. front. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap \$1

**Davies, Ellen Chivers**

Ward tales. 211 p. D (On active service ser.) N. Y., J. Lane \$1.25 n.

Sketches of V. A. D. work in a big military hospital. Partial contents: In the ward kitchen; Visiting day; The tale of a shirt; The night round.

**Davis, Norah**

The other woman. 398 p. D c. N. Y., Century Co. \$1.75 n.

Story of a man's struggle with a dual personality and the resulting crisis in his married life.

**Day, Clarence, jr.**

This Simian world; with il. by the author. 95 p. D c. N. Y., A. A. Knopf \$1.50 n.

Humorous sketches comparing our present civilization as built up by men with the might-have-been civilization that such creatures as elephants, ants or cats would have built up had they developed brains.

**Dean, Bashford**

Helmets and body armor in modern warfare. 325 p. front. il. tabs. Q (Metropolitan Museum of Art pub.) c. New Haven, Ct., Yale Univ. \$6 bxd.

Description of the kinds of armor used by each nation in the recent war considering their virtues and failings. Index.

**Craig, John Alexander**

Judging live stock. 27th ed. 187 p. col. front. pls. O [c. '20] [Des Moines, Ia., Kenyon Co., 307 Grand Ave.] \$1.75

**Crigler, Nina B.**

Food calendar. 31 p. Q (Extension service in home economics) '19 Urbana, Ill., Univ. of Ill. pap. 25 c.

**Curtis, Grant M., comp.**

Use of artificial light to increase winter egg production; fully illustrated, including ten col. charts from Cornell University, the work of Dr. and Mrs.

**Dearmer, Percy, D.D.**

The ornaments of the ministers; with 46 pls. and 35 figs. in the text. [2d ed.] 12+136 p. D [c. '20] Milwaukee, Morehouse Pub. \$3.35

**Donnell, Annie Hamilton [Mrs. Webb Donnell]**

Miss Theodosia's heartstrings; with il. by William van Dresser. 186 p. pls. D (Popular copyrights) [c. '16] N. Y., Grosset & Dunlap \$1

**Emerton, Ephraim**

The Defensor pacis of Marsiglio of Padua. 81 p. O (Harvard theological studies) c. Cambridge, Mass., Harvard Univ. Press pap. \$1.25 n.

**Faris, William Wallace, D.D.**

The Christian home. 141 p. D c. Phil., Presb. Bd. of Publication and Sabbath Sch. Work 75 c. n.

Suggestions for the Christian home and an appeal that Christ be made the vital factor in more homes.

**Fielding, William J.**

Sanity in sex. 16+333 p. (17 p. bibl.) D c. N. Y., Dodd, Mead \$1.75 n.

Popular presentation of many of the problems of sex.

**Findlay, Joseph John**

An introduction to sociology; for social workers and general readers. 11+304 p. D (Pubs. of the Univ. of Manchester) N. Y., Longmans \$2 n.

**Fiske, Willard i.e. Daniel Willard**

Memorials of Willard Fiske; collected by his literary executor, Horatio S. White. 15+264 p. O [c. '20] Bost., Badger \$3 n.

Selections from the works of Willard Fiske indicating author's editorial ideals and giving a glimpse of a newspaper of fifty years ago.

**Fletcher, Joseph Smith**

The Paradise mystery. 306 p. D c. N. Y., A. A. Knopf \$1.90 n.

Detective story set in a little English cathedral town.

**Folks, Homer**

The human costs of the war; il. with photographs by Lewis W. Hine. 325 p. pls. O [c. '20] N. Y., Harper \$2.25 n.

Account of the human toll levied by the war in the allied countries tracing the results on the happiness, health, vigor, numbers and adequacy to the world's work of the men, women and children affected. Author was chief of the Department of civilian relief of the American Red cross.

O. B. Kent. 111 p. diagrs. O [c. '20] Quincy, Ill., Reliable Poultry Journal Pub. pap. \$1.50

**Delbridge, Charles Lomax**

Delbridge 4 per-cent interest book and with time maturity table. 79 p. D c. '20 St. Louis, Delbridge Co. \$2.50

Enelow, Hyman Gerson i.e. Hillel Hyman Gerson The adequacy of Judaism. 92 p. D N. Y., Bloch Pub. pap. 60 c. n.

**Englund, Eric**

Survey of typical Oregon farmers creameries. 24 p. tabs. map diagrs. O (Bulletin no. 168) Corvallis, Ore., Ore. Agric. Coll. Exper. Station pap.

**Ford, L. C., and Ford, Thomas F.**

The foreign trade of the United States; its character, organization and methods; with an introd. by W. L. Saunders. 14+325 p. (bibls.) O c. N. Y., Scribner \$3 n.

Study of the development and character of the foreign trade of this country and the principles underlying foreign trade in general. Index.

**Ford, Sewell**

The house of Torchy; il. by Arthur William Brown. 325 p. pls. D (Popular copyrights) [c. '17-'18] N. Y., Grosset & Dunlap \$1

**Frank, Joseph Otto**

A brief outline of qualitative analysis. 2d ed., rev. and enl. 35 p. O c. '17-'19 Oshkosh, Wis., J. O. Frank pap. 75 c.

**French, Joseph Lewis, ed.**

The best psychic stories; with a preface; introd. by Dorothy Scarborough. 15+299 p. D [c. '20] N. Y., Boni & L. \$1.75 n.

Collection of seventeen stories dealing with the psychic and supernatural. Among the authors represented are Jack London, Algernon Blackwood, George Wharton Edwards, Edgar Allen Poe, Elsa Barker, Ambrose Bierce, and others.

**Frey, A. B.**

American business law; with forms. 25+514 p. O c. N. Y., Macmillan \$4.50 n.

Treatment of the entire field of business law. Intended both for the practical business man and also as a text-book in commercial colleges. Index.

**Gaines, Ruth Louise**

Ladies of Grécourt; the Smith College relief unit in the Somme; il. by Anna Milo Upjohn. 10+246 p. col. front. O [c. '20] N. Y., Dutton \$2.50 n.

Continues the account of the reconstruction work done by the Smith College relief unit begun in author's book "Helping France."

**Ganachilly, Alfred**

The whispering dead. 279 p. D c. N. Y., A. A. Knopf \$1.90 n.

Detective story in which a Chilean detective undertakes to solve the mystery of a charred body found among the ruins after a mysterious fire in the German embassy at Santiago.

German days; personal experiences and impressions of life, manners and customs in Germany by a Polish girl. 8+337 p. D '19 [N. Y., Dutton] \$3 n.

Account of a Polish girl's school life in Germany. Includes sketches of German family life and contrasts German and English ideals.

**Gildemeister, Eduard, and Hoffman, Friedrich, i. e. Gottfried Friedrich Rafael**

The volatile oils; tr. by Edward Kremers. 2d ed. 2 v. 677; 686 p. figs. maps tabs. O N. Y., Wiley ea. \$7.50 n.

**Gleason, Arthur Huntington**

What the workers want; a study of British labor. 7+518 p. O c. N. Y., Harcourt, B. & H. \$4 n.

Record of the aims and achievements of British labor, based upon author's five years' study of social, economic and political conditions in Great Britain. Index.

**Goldring, Douglas**

Margot's progress. 334 p. D c. N. Y., T. Seltzer \$1.90 n.

Margot, daughter of a Canadian grocer sets out for Europe determined to marry into the English aristocracy and also into a fortune, and thru will power, beauty and ability she succeeds in accomplishing her ends.

**Graves, Robert**

Country sentiment [verse]. 104 p. S c. N. Y., A. A. Knopf bds. \$1.25 n.

Collection of verse by author of "Fairies and Fusiliers."

**Greenbie, Sydney**

Japan, real and imaginary. 13+461 p. pls. O [c. '20] N. Y., Harper bds. \$4 n.

Description and interpretation of Japan of today. Index.

**Gulick, Luther Halsey**

Evolution of the budget in Massachusetts. 13+243 p. O (Special studies in administration) c. N. Y., Macmillan \$2.50 n.

One of a series of special studies made by the Bureau of Municipal Research of New York and the Training School for Public Service.

**Hambidge, Jay**

Dynamic symmetry: the Greek vase. 161 p. il. pls. Q [c. '20] New Haven, Ct., Yale Univ. \$6

Detailed history of the mathematical methods used by Greek artists of the classic age to obtain themes in design.

**Hamilton, David Osborne**

Four gardens [verse]. 54 p. D (Yale ser. of younger poets) c. New Haven, Ct., Yale Univ. bds. \$1

**Haslett, Elmer**

Luck on the wing; thirteen stories of a sky spy. 27+303 p. pls. por. D [c. '20] N. Y., Dutton \$3 n.

Personal account of the experiences of an aerial observation officer in the war.

**Garlinghouse, Lewis Fayette**

Bungalow homes. [Enl. 2d ed.] 143 p. il. plans obl. S [c. '20] [Topeka, Kan., L. F. Garlinghouse] pap. \$1.50 n.

**Gibbons, Herbert Adams**

Great Britain in Egypt; reprinted from the Century magazine, May 1920. 97-107 p. O c. '20 N. Y., Century Co. pap. 10 c.

**Hamilton, George F., and others**

Retail shoe salesmanship. 10+197 p. D (Training course for retail shoe salesmen, v. 1) c. Bost., Retail Shoe Salesmen's Institute, 727 Atlantic Ave. \$2 n.

**Hanford, James Holly**

Our heritage; a study thru literature of the American tradition. 51 p. (4 p. bibl.) O (Extension leaflets v. 3, no. 7) c. Chapel Hill, N. C., Univ. of N. C. pap. 35 c.

**Hare, Helen**

A study of handicapped children: based on one hundred and fifty crippled children referred to the Social service department of Indiana University. 64 p. il. O (Indiana Univ. studies, v. 6, no. 41) Bloomington, Ind., Ind. Univ. 35 c.



**Hayes, Carlton Joseph Huntley**

A brief history of the great war. 14+461 p. (5½ p. bibl.) maps (part col.) O c. N. Y., Macmillan \$3.50 n.

History of the period from July 1914 to the conclusion of the peace conference presenting the subject in its political, military, diplomatic and social aspects. Index. Author is professor of history, Columbia University.

**Hewlett, Maurice Henry**

The light heart. 12+188 p. D c. N. Y., Holt \$1.75 n.

Tale of the Norse country the material being drawn from the Sagas of Iceland.

**Hill, James Langdon, D.D.**

Revisiting the earth. 274 p. pls. D [c. '20] Bost., Badger \$2 n.

Collection of sketches written as a result of author's visit to the places where he had lived in his youth.

**Hodgen, Margaret**

Factory work for girls. 96 p. il. D N. Y., Womans Press bds. 85 c. n.

**Holmes, Gordon**

The house 'round the corner. 308 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

**Holt, Arthur E.**

The Bible as a community book. D N. Y., Womans Press \$1.35 n.; pap. 90 c. n.

**Hubbard, Henry Vincent, and Kimball, Theodora**

Landscape architecture; a comprehensive classification scheme for books, etc. 132 p. O c. Cambridge, Mass., Harvard Univ. Press pap. \$1.50 n.

**Hudson, Stephen**

Richard Kurt. 341 p. O N. Y., A. A. Knopf \$2.25 n.

Novel dealing with the influence upon the life of the hero of two very unusual but vastly different women.

**Husband, Joseph**

Americans by adoption; brief biographies of great citizens born in foreign lands; with an introd. by William Allan Neilson. 15+153 p. pors. O c. Bost., Atlantic Monthly Press \$1.50

Biographical sketches of Stephen Girard, John Ericsson, Louis Agassiz, Carl Schurz, Theodore Thomas, Andrew Carnegie and others.

**Ise, John**

The United States forest policy. 395 p. (7½ p. bibl.) front. O c. New Haven, Ct., Yale Univ. \$5

Non-technical discussion of the policy of the United States in regard to her forests with a statement of results and suggestions for the future. Index. Author is associate professor of economics, University of Kansas.

**James, George Wharton**

Singing through life with God. 30+483 p. front. D c. Pasadena, Cal., Radiant Life Press \$2 n.

Optimistic sketches.

**Johnston, Donald Kent**

Religious aspects of scientific healing; a psycho-analytic guide written from the patient's point of view; with an introd. by Elwood Worcester. 94 p. O (Studies in psychology) [c. '20] Bost., Badger \$1.75 n.

Discussion of the relation of religion to modern methods of healing mental disorders.

**Jones, Mary Tupper**

The system's hand. 276 p. D c. Chic., Midwest Publishing and Producing Co., 1608 S. Dearborn St.] \$1.75

Detective story dealing with conditions prevalent in industrial history.

**Kaupp, Benjamin Franklyn**

The essentials of poultry raising; a textbook for vocational agricultural schools. 136 p. il. diagrs. D c. ['20] Richmond, Va., B. F. Johnson Pub. \$1.20

**Keeler, Harriet Louise**

Our northern autumn; a study of its characteristic flowers, its brilliant foliage and its conspicuous fruits; il. by Mary Keffer. 17+194 p. pls. (part col.) S (Handbook ser. on wild flowers) c. N. Y., Scribner \$1.75 n.

**Keymer, Nathaniel**

The anointing of the sick; for the healing of body and soul; a manual of instruction, together with preparation, administration and

**Hedges, Job Elmer**

Government by default. 18 p. O N. Y., Assn. of Life Insurance Presidents pap.

**Higgins, Alvin M.**

The Constitution of the United States, with comment and explanation. 48 p. O c. '20 Milwaukee, Am. Constitutional League of Wis. pap. 25 c.

**Hoyt, Edith Evans**

Parent-teacher associations. [New ed.] 36 p. (3 p. bibl.) D (Bulletin no. 1030) Madison, Wis., Univ. of Wis. pap. 10 c.

**Huyck, F. C., & Sons**

Two related industries; an account of paper-making and of paper-makers' felts as manufactured at the Kenwood mills, Rensselaer, New York, U. S. A., and Arnprior, Ontario, Canada, the two plants of F. C. Huyck & sons, Albany, New York, prepared by direction of Perry Walton to

mark the fiftieth year since the founder, Francis Conkling Huyck, entered the business and the twenty-fifth year since the plant at Rensselaer, New York, opposite Albany, was built, 1919. 13+78 p. por. il. O '19 c. '20 Albany, N. Y., F. C. Huyck & Sons bds.

**Jackson, Homer Wesley**

Back-yard poultry keeping. 68 p. il. D Quincy, Ill., Reliable Poultry Journal Pub. pap. 60 c.

**Jackson, Homer Wesley, and Curtis, Grant M., comps.**

Profitable culling and selective flock breeding. 118 p. il. charts col. pl. O [c. '20] Quincy, Ill., Reliable Poultry Journal Pub. pap. \$1.50

**Kansas, University. Graduate School**

Titles to theses presented in partial fulfillment of the requirements for advanced degrees in the Graduate school. 43 p. O Lawrence, Kan., Univ. of Kan. pap.



thanksgiving. 7+54 p. D [ '20] Milwaukee, Morehouse Pub. pap. 60 c.

#### Kilmer, Joyce

Memories of my son, Sergeant Joyce Kilmer, by Annie Kilburn Kilmer; with numerous unpublished poems and letters. 141 p. pls. pors. facsms. O [c. '20] N. Y., Brentano's \$2 (Limited ed.)

#### Kittredge, George Lyman

The old farmer and his almanack. 2d ed. 403 p. il. O c. Cambridge, Mass., Harvard Univ. Press \$3 n.

#### Klein, Daryl

With the chinks. 13+258 p. pls. D (On active service ser.) '19 N. Y., J. Lane \$1.50 n.

Author, who was an officer in the Chinese labor corps, tells of his voyage from China via Canada and the Panama Canal to France, giving sketches of many of his charges.

**Kossovo**; heroic songs of the Serbs; tr. from the original by Helen Rootham; introd. by Maurice Baring; historical preface by Janko Lavrin; front. by Toma Rosandic. 98 p. D Bost., Houghton Mifflin bds. \$1.25 n.

#### Laughlin, James Laurence

Banking progress. 10+349 p. O c. N. Y., Scribner \$5 n.

Account of the evolution of banking principles from the time when the Baltimore plan was proposed in 1894 up to the present day. Index. Author is emeritus professor of political economy, University of Chicago.

#### Leighton, John Langdon

Simsadus: London; the American navy in Europe. 7+169 p. pls. maps O c. N. Y., Holt \$4 n.

Account of the activities and accomplishments of our navy during the war, explaining fighting methods of anti-submarine warfare.

#### Leverhulme, William Hesketh Lever, Baron

The six-hour shift and industrial efficiency; being an abridged and rearranged edition of the author's Six-hour day; with an introd. by Henry R. Seager. 8+265 p. D c. N. Y., Holt \$2.50 n.

#### Linderman, Frank Bird

On a passing frontier; sketches from the

Northwest. 214 p. D c. N. Y., Scribner \$1.75 n.

Sketches and short stories portraying life in Montana.

#### London, Jack

The strength of the strong. 5+257 p. front. D (Popular copyrights) [c. '14] N. Y., Grosset & Dunlap \$1

#### Low, Barbara

Psycho-analysis; a brief account of the Freudian theory; introd. by Ernest Jones. 199 p. D c. N. Y., Harcourt, B. & H. \$1.60 n.

Description of Freud's analysis of the human mind explaining the technique by which psycho-analysis achieves its cures.

#### Lowell, James Russell

The function of the poet; and other essays; collected and ed. by Albert Mordell. 11+223 p. O c. '93-'20 Bost., Houghton Mifflin bds. \$5 n.

Partial contents: The function of the poet; Humor, wit, fun and satire; The imagination; Henry James; James' Tales and sketches; Edgar A. Poe; Plutarch's Morals.

#### McBride, Isaac

"Barbarous soviet Russia." 276 p. pls. pors. O c. N. Y., T. Seltzer \$2.50 n.

Account of soviet Russia giving detailed information concerning the workings of the new government.

#### Macfie, Ronald Campbell

War: an ode, and other poems. 10+211 p. O [c. '20] N. Y., Dutton bds. \$2.50 n.

#### Marden, Orison Swett

You can, but will you? 338 p. por. D [c. '20] N. Y., Crowell \$1.75 n.

Inspirational essays.

#### Markham, Edwin

Gates of Paradise; and other poems; the fourth volume of verse. 13+149 p. por. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

#### Mayo, Katherine

"That damn Y"; a record of overseas service. 11+432 p. pls. pors. O c. Bost., Houghton Mifflin \$3.50 n.

Account of every aspect of the "Y" work in France, by author of "The Standard-Bearers."

#### Milne, A. A.

First plays. 12+222 p. D N. Y., A. A. Knopf \$2 n.

#### Knight, Edgar Wallace

The consolidation of rural schools. 26 p. (2 1/3 p. bibl.) O (Extension leaflets v. 3, no. 6) Chapel Hill, N. C., Univ. of N. C. pap. 25 c.

#### Lewis, G. Griffith, M.D.

The ophthalmic nurse. 176 p. il. D Phil., Saunders \$1.50 n.

#### Loetscher, Frederick William, D.D.

Fifty years; the reunion of the old and new school Presbyterian churches 1870-1920. 40 p. D c. Phil., Preb. Bd. of Publication and Sabbath Sch. Work pap. 25 c. n.

#### Logan, C. A.

Platinum and allied metals in California. 120 p. il. fold. maps tabs. O (Bulletin 85) '19 San Francisco, Cal. State Mining Bu. pap.

#### McCarthy, T. F.

"A year at Camp Gordon," United States army cantonment no. 123. 156 p. D [n. d.] Kingston, Pa., T. F. McCarthy, 853 Market St. \$1

#### Mackley, Arthur R.

An outline of federal rate regulation. 96 p. S [c. '19] Wash., D. C., A. R. Mackley gratis

#### Malott, Clyde Arnett

The "American Bottoms" regions of eastern Greene County, Indiana, a type unit in southern India physiography. 61 p. il. fold. maps O (Indiana Univ. studies, v. 6, no. 40) [ '19] Bloomington, Ind., Ind. Univ. 25 c.

#### Manley, Marian

The message of the Christ-child. 16 p. O [c. '20] N. Y. and Cin., Abingdon Press pap. 25 c. n.

Five comedies. Contents: Wurzel-Flummery. The lucky one; The boy comes home; Belinda; The red feathers.

**Moore, Thomas Sturge**

The little school [verse]. [Enl. ed.] 63 p. O N. Y., Harcourt, B. & H. bds. \$1.30 n.

**Nattkemper, Leonard G., and James, George Wharton**

Delight and power in speech; a universal dramatic reader; a new, complete and practical method of securing delight and efficiency in silent and oral reading and private and public speech; together with a large and varied collection of carefully chosen selections in prose and poetry; with chapters on the cultivation of the memory and after dinner speaking. 9+754 p. D '19 c. Pasadena, Cal., Radiant Life Press [1098 N. Raymond Ave.] \$3.50 n.; school ed. \$2.50 n.

**New York. State Library, Albany**

Buying list of books for small libraries. 3rd ed., comp. by Caroline Webster. 144 p. O (Bibliography bull. 65) Chic., A. L. A. pap. 25 c.

**New York (The) charities directory, 1920; a** reference book of social service in or available for greater New York, by Lina D. Miller. 29th ed. 45+417 p. D N. Y., Charity Organization Soc. \$2

**Newland-Smith, Rev. James Newland**

The creed of Christendom as expressed in the Nicene creed; short instruction for Bible classes, the senior classes in secondary schools and others. 224 p. D ['20] Milwaukee, Morehouse Pub. \$2.70

**Montana. Department of Agriculture and Publicity**  
Montana—vacation land. 64 p. il. fold. map O '19 Helena, Mont., Dept. of Agric. and Publicity pap.

**Morse, Perley, & Company, New York**  
Cost keeping for newsprint paper mills. 30 p. F ['19] N. Y., Perley Morse & Co., 110 William St. pap.

**National Breeders and Fanciers Association of America**

Standard of perfection for rabbits, cavies, mice, rats, skin and fur bearing animals. 52 p. il. tabs. D c. '20 Cleveland, Nat. Breeders & Fanciers Assn. of Am., H. M. Adolph, 4231 Mapledale Ave. pap.

**Official Florida automobile road book of the state of Florida—south Georgia and eastern Alabama.** 126 p. fold. map D c. '19-'20 Tampa, Fla., Fla. Automobile Road Bk. Pub. pap. 50 c. n.

**Oregon. Supreme Court**  
Repts. (F. A. Turner) v. 92. Decisions between April 1 and July 1, 1919. 816 p. San Francisco, Bancroft-Whitney \$3.75

**Oregon's famous Columbia River highway; a descriptive view book in colors, reproducing from actual photographs the most prominent views of America's now most famous and featured highway.** 61 p. col. il. obl. O ['20 c. '19] Portland, Ore., Lipschuetz & Katz pap. \$1

**Pettit, Walter William**

Self-supporting students in certain New York city high schools. 87 p. O (Studies in social work) c. N. Y., N. Y. School of Social Work, 105 E. 23d St. pap. 75 c.

**Nutt, Hubert Wilbur**

The supervision of instruction. 16+277 p. (bibls.) D (Riverside textbooks in education) [c. '20] Bost., Houghton Mifflin \$1.80 n.

Author is director, Oread Training School, University of Kansas.

**Ostrander, Isabel Egerton [Robert Orr Chipperfield; Douglas Grant, pseud.]**

The heritage of Cain; il. by George W. Gage. 310 p. pls. D (Popular copyrights) [c. '16] N. Y., Grosset & Dunlap \$1

**Packard, Winthrop**

Old Plymouth trails. 351 p. pls. O [c. '20] Bost., Small, Maynard \$3 n.

Description of the country round about Plymouth by a nature lover, the author of "White Mountain Trails."

**Pearce, Maj. F. B.**

Zanzibar, the island metropolis of Eastern Africa. 11+431 p. pls. maps (1 fold.) Q N. Y., Dutton \$12 n.

Description of this island of the African seas giving an account of its historical past, its relics of mediaeval culture and its civilization of to-day.

**Prouty, Olive Higgins**

The star in the window; a novel. 345 p. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap \$1

**Raymond, Clifford Samuel**

The mystery of Hartley house. 292 p. D (Popular copyrights) [c. '17-'18] N. Y., Grosset & Dunlap \$1

**Rinehart, Mary Roberts [Mrs. Stanley Marshall Rinehart]**

Love stories. 352 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

**Powers, Wilbur Louis, and Johnston, William Waters**

The improvement and irrigation requirement of wild meadow and tule land. 44 p. il. tabs. O (Bulletin no. 167) Corvallis, Ore., Ore. Agric. Coll. Exper. Station pap.

**Raabe, Adam, and Glissman, Francis A.**

The German republic; economic position and potentialities with special reference to foreign exchange and investment. 32 p. il. O [c. '20] N. Y., Raabe, Glissman & Co. [20 Broad St.]

**Retail Shoe Salesmen's Institute, Boston**

Materials in shoes, by the staff editors, in collaboration with Cecil Q. Adams [and others]. 190 p. il. pls. D (Training course for retail shoe salesmen, v. 3) [c. '20] Bost., Retail Shoe Salesmen's Institute \$2 n.

**Rice, Frederick Braxton, comp.**

The handy calculator for railroad men, prepared for engineers, firemen, conductors, ticket collectors, brakemen, flagmen, baggagemen, yardmen. 120 p. D [c. '19] [Salina, Kan., Central Kansas Publishing Co.] bds. \$2 n.

**Robinson, John Henry**

How to feed poultry for any purpose with profit; a complete and authoritative treatise on feeding all classes of poultry—nutritive values of feeds—formulas to meet every probable requirement and for fowls kept under all conditions—practical rules for feeding, and how to adapt them to individual requirements—a text book for the beginner—a reference book for the expert. 111 p. il. Q c. '20 Quincy, Ill., Reliable Poultry Journal Pub. pap. \$1.25



**Rolland, Romain**

Liluli; with 32 wood engravings by Frans Masereel. 11+127 p. D [c. '20] N. Y., Boni & L. bds. \$2 n.

Farce satirizing the horrors and hypocrisies of modern warfare.

**Rothery, Agnes Edwards [Agnes Edwards, pseud.]**

The old coast road from Boston to Plymouth; with il. by Louis H. Ruyl. 29+203 p. il. O c. Bost., Houghton Mifflin \$3 n.

Historical account of the old houses and the many points of interest along the old coast road from Boston to Plymouth, by author of "Cape Cod New and Old."

**Safford, Irene Clark**

Essays. 259 p. O [c. '20] Bost., Badger \$3 n.

Essays on a wide variety of subjects. Partial contents: About heroes; The pursuit of ghosts; Our dumb relations; Satan in literature; Environment; Concerning fools.

**Sandes, Maj. E. W. C.**

In Kut and captivity with the sixth Indian division. 12+496 p. pls. por. fold. maps O [N. Y., Dutton] \$10 n.

Description of the victorious campaign, long siege and final disaster of General Townshend's force.

**Schofield, William Henry**

Mythical bards and The life of William Wallace. 338 p. D (Harvard studies in comparative literature, 5) c. Cambridge, Mass., Harvard Univ. Press \$3 n.

**Schultz, James Willard**

In the great Apache forest; the story of a lone boy scout. 224 p. pls. O c. Bost., Houghton Mifflin \$1.75 n.

Boy scout story dealing with the Forest service, an army deserter and a band of friendly Indians.

**Sewall, Mrs. May Wright**

Neither dead nor sleeping; introd. by Booth

Tarkington. 320 p. D c. Indianapolis, Bobbs-Merrill \$2.50 n.

Account of author's psychical experiences.

**Shakespeare, William**

The merchant of Venice; ed. by C. Ralph Taylor. 192 p. pls. S (Windsor English classics) c. Bost., F. M. Ambrose & Co. 72 c. n.

**Showalter, Noah David**

A handbook for rural school officers. 13+213 p. il. pls. plans map D (Riverside textbooks in education) [c. '20] Bost., Houghton Mifflin \$2 n.

Author is president, State Normal School, Cheney, Washington.

**Shull, Aaron Franklin, and others**

Principles of animal biology. 441 p. il. O N. Y., McGraw-Hill \$3.50

**Stanoyevich, Beatrice Stevenson, ed.**

An anthology of Yugoslav poetry; Serbian lyrics. 162 p. O [c. '20] Bost., Badger \$1.75 n.

English translations of popular Serbian lyrics.

**Steiner, Rudolph**

The triorganic social organism; an exposition of the embryonal points of the social question in the life-necessities of the present and future. 135 p. il. D [c. '20] Detroit, Mich., Goetheanum Press of America, 46 Hendrill St. \$1.50; pap. \$1

**Storey, Thomas Andrew**

An epitome of general hygiene. 2d ed. 146 p. O c. '18-'20 N. Y., T. A. Storey, Coll. of the City of N. Y. pap. \$1.75

**Thayer, Lee [Mrs. H. W. Thayer]**

The unlatched door. 317 p. front. D c. N. Y., Century Co. \$1.75 n.

Love and mystery story set in New York city.

**Thompson, Charles Thaddeus**

The peace conference day by day; a presidential pilgrimage leading to the discovery of Europe; with an introductory letter by E. M.

Romance (The) of New Orleans. 58 p. il. obl. O [c. '19] [New Orleans, Lybcus Publishing Co., box 878] pap. \$2 n. bxd.

**Romeo, Giuseppe L.**

Diary of Pvt. Giuseppe L. Romeo. 38 p. il. S c. '19 Tacoma, Wash., G. L. Romeo, box 951 pap. 50 c.

**Rose, Walter Malins**

Rose's Notes on the United States Supreme Court reports. (3 Dallas to 241 U. S. repts.) Complete rev. ed. Bk. 18, 171-191 U. S. 1502 p. San Francisco, Bancroft-Whitney \$7.50

**Russian Soviet Government Bureau**

The code of labor laws in soviet Russia; with an answer to a criticism by William C. Redfield. 48 p. S (Soviet Russia pamphlets no. 1) N. Y., Soviet Russia, 110 W. 40th St. pap. 10 c.

**Rutherford, Joseph F.**

Talking with the dead? 155 p. il. O [c. '20] Brooklyn, N. Y., Internat. Bible Students Assn. pap. 50 c.

**Rutherford, Mildred Lewis**

Truths of history; a fair, unbiased, impartial, unprejudiced and conscientious study of history. 11+114 p. O [n. d.] Athens, Ga., M. L. Rutherford pap. 50 c.

Salaried (The) man; the story in two episodes of an every-day person. 24 p. D [c. '20] N. Y.,

Rand School of Social Science pap. 10 c.

**Savage, Thomas Jefferson**

The old doctor's vision, and other poems. 192 p. D [c. '20] [Xenia, O., T. J. Savage, 122 S. Detroit St.] \$2

**Schneider, Albert, M.D.**

The microbiology and microanalysis of foods. il. O Phil., Blakiston \$3.50

**Shive, Walter Evander, and McFadden, Edward Marshall**

The standard shorthand system. 11 p. S c. '19 [Silver City, N. M., W. E. Shive] \$2

**Smith, Edward Garstin**

Americanism. 32 p. pors. S c. '20 Chic., E. G. Smith, 20 W. Jackson Blvd. pap. 25 c.

**Stowe, Charles Edward**

Rhymes from the Santa Barbara hills. 7+20 p. S [c. '20] [Santa Barbara, Cal., Schauer Ptg. Studio, San Marcos Bldg.] pap. 25 c.

**Student Volunteer Movement for Foreign Missions**

Posters and poster making. 28 p. il. D [c. '20] N. Y., Student Volunteer Mov't for Foreign Missions, 25 Madison Ave. 25 c.

**Tartar, Herman Vance, and Reimer, Frank Charles**

The soils of Jackson County. 62 p. tabs. fold. map O (Bulletin no. 164) Corvallis, Ore., Agric. Exper. Station pap.

House. 423 p. O [c. '20] N. Y., Brentano's \$2.50 n.

Day-by-day chronicle of President Wilson's trip to Europe, the American participation in the peace conference and the creation of the peace treaty and the league covenant.

**Thompson, Silvanus Phillips**

Silvanus Phillips Thompson, his life and letters, by Jane Smeal Thompson and Helen G. Thompson. 9+372 p. pls. pors. O N. Y., Dutton \$7.50 n.

Account of the life of this English scientist together with many of his letters.

**Tyrell, Ross**

The pathway of adventure. 310 p. D c. N. Y., A. A. Knopf \$1.90 n.

Detective story in which a writer of detective "best sellers" attempts to rescue a beautiful girl from a gang of unscrupulous crooks.

**Vachell, Horace Annesley**

The soul of Susan Yellam. 309 p. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap \$1

**Van Curen, Charles Melvin**

"The waif of the wreck," and Joe Gains. 248 p. D [c. '19] Bolivar, N. Y., Van Publishing Co. \$1.50

Two stories of Pennsylvania.

**Vanderblue, Homer Bews**

Railroad valuation by the Interstate Commerce commission. 117 p. O c. Cambridge, Mass., Harvard Univ. Press \$2 n.

**Vestal, Samuel C.**

The maintenance of peace; or, The foundation of domestic and international peace as deduced from a study of the history of nations. 9+584 p. O c. N. Y., Putnam \$5 n.

Study of the factors that disturb domestic and international peace, pointing out that these are political and can be settled only by political agencies. Index.

**Walsh, William Sebastian, M.D.**

The psychology of dreams. 361 p. O c. N. Y., Dodd, Mead \$2.50 n.

Non-technical discussion of all kinds of dreams explaining causes and showing how morbid dreams may be prevented.

**Warren, Howard Crosby**

Human psychology. Library ed. 20+460 p. il. pls. diagrs. tabs. O '20 c. '19 Bost., Houghton Mifflin \$5 n.

Study of human mental phenomena. Index. Author is Stuart professor of psychology, Princeton University.

**Watson, Robert**

My brave and gallant gentleman; a ro-

mance of British Columbia. 339 p. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap \$1

**Webb, Jesse P.**

The American prison system. 262 p. D [c. '20] Salem, Ore. [J. P. Webb, Route 6] \$2

Account of the American prison system of the present day by a man who has served ten years.

**Webber, W. Paul**

Elementary applied mathematics; a practical course for general students. 9+115 p. figs. O N. Y., Wiley \$1.25 n.

**West, Augustus P.**

Experimental organic chemistry. 13+469 p. il. O (New-world science ser.) c. Yonkers-on-Hudson, N. Y., World Bk. Co. \$3

Author is professor of chemistry, University of the Philippines.

**Wier, Albert E., comp. and ed.**

Modern opera selections the whole world plays, containing more than thirty selections from operas and ballets recently produced by such notable organizations as the Metropolitan, Chicago and San Carlo companies. 256 p. O (Whole world ser. 15) c. '19 N. Y., Appleton pap. \$1.25

**Wilkins, Lawrence Augustus**

Second Spanish book. 14+446 p. front. il. maps D [c. '20] N. Y., Holt \$1.48 n.

**Witwer, Harry Charles**

Kid Scanlan. 394 p. D [c. '20] Bost., Small, Maynard \$1.75 n.

Series of humorous adventures revolving around Kid Scanlan, formerly a successful boxer, now a movie actor.

**Woodrow, Mrs. Nancy Mann Waddel [Mrs. Wilson Woodrow]**

The hornet's nest; with il. by Paul Stahr. 313 p. pls. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap \$1

**Wright, George E.**

Practical views on psychic phenomena. 8+136 p. D N. Y., Harcourt, B. & H. bds. \$1.40 n.

Introduction to the study of psychic phenomena.

**Young, Francis Brett**

Poems, 1916-1918. 8+99 p. O [c. '20] N. Y., Dutton bds. \$2 n.

**Zwemer, Rev. Samuel Marinus**

The influence of animism on Islam; an account of popular superstitions. 8+246 p. il. pls. D (A. C. Thompson lectures for 1918-1919) c. N. Y., Macmillan \$2 n.

Lectures emphasizing the strength of the pagan element in Mohammedism.

**Washington [State] Supreme Court**

Repts. (Arth. H. Remington) v. 106. Decisions between Mar. 3, and May 12, 1919. 800 p. San Francisco, Bancroft-Whitney \$4

**Winternitz, Milton Charles**

Collected studies on the pathology of war gas

poisoning from the Department of pathology and bacteriology, Medical science section, Chemical warfare service. 21+165 p. (bibls.) il. col. pls. diagrs. F c. New Haven, Ct., Yale Univ. Press \$20



## RARE BOOKS, AUTOGRAPHS AND PRINTS

realized by the Robert Hoe library sold in this country in 1911-12.

The increase in value of Americana—especially that of an association interest—is well illustrated by comparison of two items once owned by Washington and sold this season, with the original sale of Washington's library and the collection owned by Lawrence Washington. In 1848, Washington's library, consisting of 3,000 volumes, was sold to Henry Stevens for \$3,000. In November, 1876 a small collection of books once owned by Washington—138 items in all—inherited by Lawrence Washington, was sold in Philadelphia for \$1,933. In the Avery sale, last November, Royal Tyler's "The Contrast," a comedy in five acts, published by Thomas Wignell, in Philadelphia, in 1790, with Washington's autograph on the title page, brought \$2,800. Last week, in the Riker sale, Jenkinson's "Collection of Treaties" etc., in 3 volumes, with Washington's autograph on each title page and his bookplate in each volume, brought \$4,000. These two items brought \$1,867 more than the entire library of Washington sold in 1848 and the Lawrence Washington collection sold in 1876. The Washington library, if sold at auction today, would bring a good deal more than \$250,000, a tremendous increase in rare book values.

The library of the late Samuel Riker, of this city, was sold at the Anderson Galleries, June 1 and 2. It contained some choice sets memoirs, biography, history and a few rare items of Americana. Its 883 items brought \$14,494.60. The rare items brought high prices but there were bargains in some of the more ordinary books as usual among sales of this kind at this time of the year. The star item of the collection was Charles Jenkinson's "A Collection of all of the Treaties of Peace, Alliance and Commerce between Great Britain and Other Powers, from the Treaty Signed at Munster, in 1648, to the Treaty of Paris, in 1783, to which is affixed a discourse on the conduct of Great Britain in respect to the neutral nations," in 3 volumes, calf, London, 1785. This work was once owned by Washington and had his autograph on each title page and his bookplate in each volume. This remarkable association item brought \$4,000 and was bought by Dr. A. S. W. Rosenbach. Other interesting items and the prices which they brought were the following: Aldrich's "Writings," 10 vols., 1897-08, large paper, \$102.60; Catlin's "Manners, Customs and Conditions of the North American Indians," London, 1866, \$70; Captain Cook's Voyages," 8 vols., 4to, old calf, London, 1773-84, first edition edited by John Hawksworth, \$72.50; Defoe's "Novels and Miscellaneous Works," 20 vols., tree calf, Oxford, 1840-41, the scarce Talbot's edition, \$112.50; Dibdin's "Biographical Decameron," 3 vols., boards, London, 1817, \$50; Dryden's "Works," 18 vols.,

calf, Edinburgh, 1821, now first collected, \$65; "The Federalist," 2 vols., calf, New York, 1788, a fine copy of the extremely rare first edition, \$127.50; Jesse's "Works," 23 vols., calf London, 1840-75, complete set of first editions, \$110; McKinney's "History of the Indian Tribes of North America," 3 vols., morocco, Philadelphia, 1870, \$42.50; "Collections of the Massachusetts Historical Society from the beginning, in 1792 to 1871, inclusive 41 vols., half morocco, \$155; Parkman's "Works," 21 vols., Boston, 1897-01, the Champlain edition, \$60; Schoolcraft's "History, condition and Prospects of the Indian Tribes of North America," 6 vols., half morocco, Philadelphia, 1851-57, fine set of the first editions, \$120; Shakespeare's "Dramatic Works," revised by George Stevens, 9 vols., folio, London, 1802, the Boydell edition, \$85; Shelley's "Complete Poetical Works," 8 vols., boards, Cambridge, 1892, Riverside large paper edition, \$92.50; Stevenson's "Works," 28 vols., buckram, Edinburgh, 1894-98, the Edinburgh edition, \$430; Wilke's "Narrative of the United States Exploring Expedition during the years 1838-42," 6 vols., levant, Philadelphia, 1845, large paper copy, \$31; Wilson and Bonaparte's "American Ornithology," 4 vols., (3 vols., 8vo and 1 vol., folio) half morocco, Philadelphia, n.d. \$39; Wordsworth's "Complete Poetical Works," 10 vols., buckram, Boston, 1910-11, large paper, \$46; Zola's "Works," 12 vols., buckram, London, 1893, \$87.50.

F. M. H.

### Recent Report on Russian Book-trade Conditions

A Russian bookseller, who left Moscow in April and is now traveling in Finland, reports in the *Frankfurter Zeitung* that practically all the newspapers and periodicals in Russia have been taken over by the government, the weeklies appearing at irregular intervals, owing to the scarcity of paper, and the use of paper is strictly forbidden by private persons.

Since the Bolshevistic régime, he says, there has not been published a single scientific or technical book. All the existing printing presses have been nationalized, and the supply of paper taken over, so that there can no longer be publishing on private account. Similarly, retail bookselling in private hands has ceased. This function has been taken over and handled by the Soviets. The individual owners claim that they have not been at all recompensed for material and establishments thus taken over. Under the direction of Maxim Gorky, an important series of great literature of the world had been planned, but as there is no paper available, it seems doubtful whether this could be carried forward for some time.

## RARE BOOKS, AUTOGRAPHS AND PRINTS

### Catalogs Received

**Near East**, including Egypt, Palestine, Asia Minor, Turkey in Europe, Greece, and Balkan States. (No. 402; Items 624.) Francis Edwards, High Street, Marylebone, London.

**Sports and Pastimes**. An important collection on angling, hunting, racing, shooting, etc. (No. 391; Items 338). Maggs Brothers, Conduit Street, London.

**Valuable Books**, comprising First Editions, Eighteenth Century French books, etc. (Items 417.) John and Edward Bumpus, Ltd., Oxford Street, London.

### Recent Motion Pictures Based on Books and Plays

These pictures have been selected for listing by the National Board of Review of Motion Pictures:

**Old Lady 31**. Metro. Emma Dunn.

Drama from the play by Rachel Crothers which made a remarkable success in New York and throughout the entire country.

**Philistine in Bohemia**, A. Vitagraph.

Screen version of an O. Henry romance.

**Polly of the Storm Country**. First National.

Mildred Harris Chaplin.

Based on the novel by Grace M. White.

**Riders of the Dawn**. Hedkinson. Roy Stewart.

From Zane Grey's "Desert of Wheat."

**Slim Princess**. Goldwyn. Mabel Normand.

From the story by George Ade.

### Otto Sauer Method

French German Spanish Italian  
With Key \$1.50 Without Key \$1.25

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Wycil & Company, New York

**BOOKS**.—All out-of-print books supplied, no matter on what subject. Write us.

We can get you any book ever published. Please state wants. When in England call and see our 50,000 rare books **BAKER'S GREAT BOOKSHOP**, 14-16 John Bright Street, Birmingham, England

### SCIENCE AND HEALTH

Wanted editions before 1902. First or early editions of any books on Christian Science, especially Science and Health, 1875, 1878, and early eighties.

**DAWSON'S BOOK SHOP**

518 So. Hill Street

Los Angeles, Calif.

### LIBRAIRIE J. TERQUEM

1, RUE SCRIBE, PARIS

Export Booksellers and Bookbinders

Agents for Universities, Public Libraries and Institutions in America

Special ability for second-hand items

Correspondence solicited

Friedman, bookseller of this city, will shortly publish a "Bibliography of Walt Whitman" by Frank Shay. It is said to be the first complete bibliography of Whitman's works, and in it will be listed every edition of "Leaves of Grass" and "Prose Works," with notes and many important points hitherto unknown.

The library of Thomas H. Moynan, of this city, with a large number of small consignments from executors to close estates, will be sold at the Anderson Galleries, June 14, 15 and 16. These various collections include early English literature, books on witchcraft and medicine, drama, inscribed books, Napoleon and the Napoleonic wars, Washington portraits, first editions of American and English authors, Americana, and many desirable miscellaneous books.

By order of the executors of the late J. Fisher Wordsworth, the library at Rydal Mount, the home of William Wordsworth, poet laureate and founder of the Lake School of poetry, has been sold to an English bookseller. The library contains first and later editions of Coleridge, Keats, Lamb, Dora and William Wordsworth and other authors of the period, all containing autographs and frequently interesting notes of the Wordsworths.

The New York Historical Society has placed on exhibition in its rooms at 69th Street and Central Park West, a choice collection of steel and copper engravings, lithographs, broadsides, etc., of Washington and Lincoln. Altho the collection is not large it has been selected with care and judgment, containing many rare prints seldom seen at auction sales or at exhibitions. The exhibition is attracting a good deal of attention.

The collection of letters written to Mrs. Thomas A. Janvier of South Bethlehem, Penn., and her mother, Mrs. Sandwich Drinker, by Hon. Townsend Harris, during his sojourn in Japan as our first consul-general and later as minister, has been presented to the New York Public Library. The gift is an important one, as these letters contain much material which is not in W. E. Griffith's "Townsend Harris," published in Boston, in 1895. With occasional exceptions they relate only to diplomatic affairs, and give delightfully written views of the country and the people.

The ninth and final part of the famous library of Henry Huth will be sold at Sotheby's, in London, June 22, 23, 24 and 25. This part is rich in rarities of early English literature, illuminated manuscripts, autograph letters and engravings. The Huth library will rank second among the great world collections dispersed at public auction. Its dispersal began in 1911, the eight parts comprising 7,842 lots of books, autographs, manuscripts, prints, etc., bringing \$1,315,000. The final part will make a considerable addition to this figure but not enough to reach \$1,932,056.60—the total



## The Publishers' Weekly

62 West 45th Street, New York

### Subscription Rates

In Zones 1, 2, 3, 4, and 5.....	\$6.00
In Zones 6, 7, and 8 and Canada.....	\$6.50
To foreign countries.....	\$7.00
Single copies, 15 cents. Educational Number, in leatherette, \$1.00; Christmas Bookshelf, 25 cents.	

### Advertising Rates

Front section (full pages only).....	\$50.00
Back Section—	
One page .....	40.00
Half page .....	25.00
Quarter page .....	12.50
Eighth page .....	6.50
One-sixteenth page .....	3.50

The above rates are unspecified positions. Special rates for preferred positions.

Higher rates for the Summer Reading, Educational Number and Christmas Bookshelf, and for the monthly Book Review supplement sections.

Advertising copy must reach us Monday noon—earlier if proof is desired out-of-town. Forms close Wednesday night.

Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis pearance of advertisements in this column, or else should put [Cash] after their firm name. The ap-

where in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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### EDWARD N. HURLEY PRAISES TRADE PAPERS

"As a national advertiser I should value more highly the services of an advertising man familiar with the trade journals in my industry. I am fearful that our manufacturers, merchants, and advertising men do not appreciate the trade publications which are doing so much from a scientific as well as a practical standpoint in stabilizing conditions and working out the many problems existing in their respective fields. When I was Chairman of the Federal Trade Commission I made it a point to have the principal trade papers in the United States sent to me regularly. These were read not only by myself but by the entire staff so that we might have a finger on the pulse of the country's industry. Advertising agencies placing national and international advertising could well insist on every man in their employ reading the trade journals of the industries of their clients so that they may keep themselves currently informed on the conditions in the business for which they are writing copy. I believe in the business journals. I have been closely associated with the work of many and have made a study of them, and I am firmly convinced of the editorial strength and value of many of these publications."

—From an address before the Associated Advertising Clubs of the World, at the convention in Indianapolis.

# THE WEEKLY BOOK EXCHANGE

## Books Wanted and For Sale

### BOOKS WANTED

William Abbatt, Tarrytown, N. Y.

Dawson, Dr., Life of Erasmus Darwin, London, 1888.

Agence de Librairie et de Publications, 29 East 28th St., New York [Cash]

Wien, Vorlesungen der Neuen Theorie der Physik, Columbia Lectures.

Napoleon from Corsica to St. Helene, John Frossard.

Napoleon Album, J. Wernes, Chicago, 1894.

Aldus Book Co., 89 Lexington Ave., New York

Am. and Foreign Dealers please send catalogs

Specially Wanted—First Eds. and Association Items

of Walt Whitman, O. Henry and R. H. Davis.

Conrad, Hewlett & Wells.

Moore, Kipling & Wilde.

Stevenson and Arthur Symonds.

First eds. of Illustrated Books by Thompson,

Beardsley, Rackham and Pyle.

Allegheny County Law Library, 9th Floor, City-

County Bldg., Pittsburgh, Pa.

Public Utilities Reports:

Ariz. Ry. Comm., 1909, 1911.

Conn. R. R. Comm., 1853-54; 1854-55; 1856-57; 1859;

1861; 1867 and Spec. 1876.

Dakota, Terr. R. R. Comm. 1887; 1888.

Ga. R. R. Comm., 1893.

Ky. R. R. Comm. 1880, 1882; 1884.

Me. Bd. of R. R. Comm. 1858; 1858; 1861 to 1869

both incl.; 1875.

Mass. Gas & Elec. L. Comm. 1886; 1887.

Miss. R. R. Comm., 1909-11.

Mo. R. R. Comm., 1876, Spec. Rept.

Neb. Transp. Bd. 1887; 1889 to 1896, both incl.

N. H. R. R. Comm., 1845; 1846; 1847; 1848; 1853;

1854; 1856; 1859; 1860, 1877.

S. Dak. R. R. Comm., 1891-92; 1901.

Wis. R. R. Comm., 1883.

Wyo. Pub. Serv. Comm., 1914-16.

Rate Research, vol. 2.

Session Laws:

Ala., 1831-32, 1840-41.

Ark., 1850-51; Nov. 1861; Nov. 1868; 1871.

Fla., June 1845; 1860-61; 1863-64; 1864-65, 1870; May

1870.

Idaho, 1866-67; 1868-69; 1872-73.

Neb., Dec. 1855.

New Mex., 1851-52; 1855-56; 1856-57; 1859-60; 1860-

61; 1863-64; 1864-65; 1865-66; 1867-68, 1868-69.

Laws of Territory, "Kearny Code," Sante Fe,

Oct. 7, 1846, 1 vol.

Laws of Territory, 1851, Sante Fe, 1852, 1 vol.

English editions.

N. Car., 1817 and 1818, pub. & priv.

Oregon, 1860 Gen.; 1862 Spec.; Dec. 1865, Gen. &

Spec.

American Baptist Pub. Society, 1107 McGee St.,

Kansas City, Mo.

Armitage History of the Baptist, any edition.

Associated Students' Store, Berkeley, California

Maxwell, Les Phenomenes Psychiques, Alcan, Paris.

Bailey's Book Store, Vanderbilt Square, Syracuse,

N. Y.

The Surgeon's Log, Abrahams.

Wm. M. Bains, 1213 Market St., Philadelphia

Brant's Practical Treatise on Distillation of Al-

cohol.

Knapp, More Than You Know About Yourself.

Deicke, Cavies for Profit and Pleasure.

McCarthy, Ireland and Her Story.

French Year Book, 1919, Comte de Livre, 101 Rue

du Bac, Paris.

President Wilson's Great Speeches and Other His-

tory Making Documents, Stauton & Van Vliet.

William M. Bains—Continued

Mackay, Up the Hill and Over.

Stoddart, Earl of Roxbery.

Fremont, Souvenirs of My Time.

Stickley, Craftsman Homes.

Bazin, Children of Alsace, Lotus Library.

Howison, Limits of Evolution.

Kerley, Short Talks with Young Mothers.

Commons & Andrews, Principles of Labor Legisla-

tion.

Davoe, Handbook of American Pageantry.

Osborn, Questioned Documents.

Book of Ruth, Dent, Lippincott, cloth or leather.

The Bell Book and Stationery Co., 914 East Main

St., Richmond, Va.

National Geographic Magazine for March, 1919.

Cheiro's Memoirs, Lippincott, 1912.

Warren, The Diary of a Detective.

Stowe's Little Foxes.

Commodore Maury, (M. F.) Physical Geography,

U. P. Co., 1873.

C. P. Bensinger Code Book Co., 13 Whitehall St.,

New York

Meyers 39th Edition Cotton Code.

A B C 5th A1 Telegraph Code.

Liebers Standard Code.

Pocket Edition Western Union, Universal.

Kellys, Thomas Directories.

Any American-Foreign Language Code.

The Bobbs-Merrill Co., Indianapolis

Yellowstone Nights, Herbert Quick.

The Bobbs-Merrill Co., 185 Madison Ave., New York

Yellowstone Nights, by Quick, new copies.

The Book World, 115 N. 10th St., St. Louis, Mo.

Dealers send Catalogue and Book Wants.

Charles L. Bowman & Co., 225 Fifth Ave., New York

J. Gordon Coogler's Purely Original Verse, latest ed.

Box E. R., care P. W.

History of Dartmouth College and the Town of

Hanover, Volume 1, Chase.

Brentano's, Fifth Ave. & 27th St., New York

L. Van Becelaerc, La Philosophie en Amerique.

Handbook of Modern Steam Fire Engines, Roper.

Public School Education in the U. S., Cubberley.

The Newburg Survey Made by P. L. Potter, 2

copies.

Orations and After Dinner Speeches, Depew.

A Surgeon's Log, Abraham.

Nellie's Memoirs, Carey.

New York Old and New, Wilson.

Soul of Things, Denton.

Happy Hawkins in the Panhandle.

Ayesha, Haggard.

Two of Them, Barrie.

Fantomas, Souvestre and Allain.

Americanization, Aronovici.

In His Own Image, Corvo, 2 copies.

Science of Investment, Dando.

Constitutional History of England, Maitland.

Scientific Religion, Oliphant.

Autobiography of Seventy Years, 2 vols., Hoar.

Autobiography of Thomas Collier.

Imagination and Reveries, Russell.

Pathway of the Pioneer, Wyllard.

Ghost Kings, Haggard.

Red Eve, Haggard.

Lady Bossholme, Haggard.

Liturgy of Christian Worship, German Reformed

Church.

Alien Immigrants to England, Cunningham.

Walks in Our Church Yards, Oldboy.

Lives of English Regicides, Noble.

Life of Milton, vol. 6, Masson.

Ludlow's Memoirs, Firth.

Cromwell's Letters, Canley.



## BOOKS WANTED—Continued

## Brentano's—Continued

Success Preparedness, Oliver.  
 Dreams of Today, Pollard.  
 St. John of the Cross.  
 Dark Nights of the Soul.  
 Ascent of Mount Carmel.  
 Art of War, Wheeler.  
 Unknown Mexico, Lumholtz.  
 Council of Trent, Sarpis.  
 Chink in the Armour, Lowndis.  
 Animal Castration, Liantard.  
 How to Judge a Horse, Back.  
 The Hereditary Sheriff of Galloway, Agnews.  
 Sonnets to Duse, Teasdale.  
 In the Quarters, R. W. Chambers.  
 Mystery of Choice, R. W. Chambers.  
 Perfume of Eros, Edgar Saltus.  
 Poms of Satan, Edgar Saltus.  
 Vanity Square, Edgar Saltus.  
 Last Letters from a Living Dead Man, Barker.  
 Cathedral Days, Dodd.  
 What Mr. Darwin Saw in Cruise Around the World in Ship Beagle.

## Brentano's, F and Twelfth Sts., Washington, D. C.

Quick, American Inland Waterways.  
 Barons of Potomac and Rappanock, pub. by Bolling Club, N. Y. C., about 1892.  
 William's Madam Pompadour.  
 Benj. Franklin's Primer, published 1878, Attleboro, Mass.  
 Whyte, Melville, Horse and Hound.  
 Aplalo, Fisherman's Summers in Canada.  
 Queen Mary Book.  
 King Albert Book.  
 Haggard, Ayesha.  
 Prangle Home of Charleston, S. C.

## Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Life and Letters of George Ticknor.

## Brooklyn Museum Library, Eastern Parkway and Washington Ave., Brooklyn, N. Y.

Architectural Record, volume 1, no. 5.

## Brown Thomson &amp; Co., Hartford, Conn.

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